

APRIL 22, 1950

# The National *Provisioner*

## NIMPA

### CONVENTION REPORT

Proceedings of the 5th Annual Meeting  
of the National Independent Meat Packers Association





# 20%

## more weight

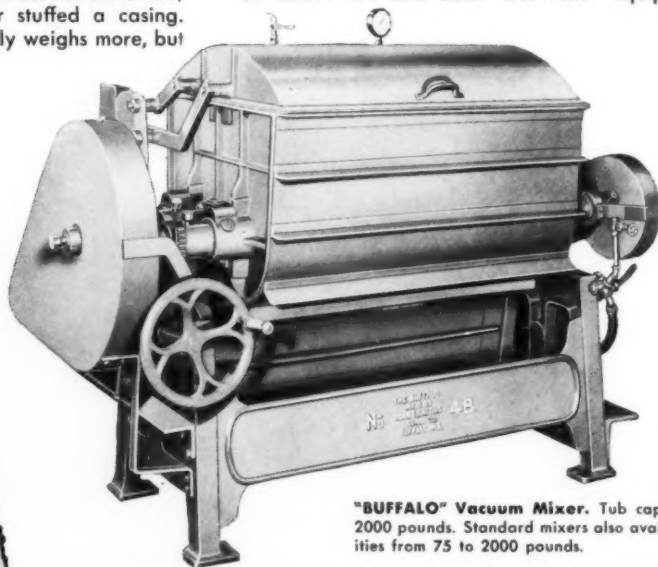
### in every casing means 20% greater sales volume

"And give me six nice frankfurters," says Mrs. housewife. So the butcher counts out half a dozen and puts them on his scale. The housewife buys by unit count, the butcher sells by weight. The heavier the frankfurters, the bigger the sale.

That's why it's important to pack more meat and less air in every casing. That's why sausage makers everywhere are using "BUFFALO" Vacuum Mixers. These profit-building machines remove all trapped air from sausage emulsion...produce the smoothest, most solid emulsion that ever stuffed a casing. Vacuum-mixed sausage not only weighs more, but

it colors better...keeps better...shrinks less in cooking and curing.

"BUFFALO" introduced the vacuum-mixing principle...has had far more experience in building this unit than any other manufacturer...has sold more of them to leading sausage makers. We'd like to send you complete details about this rugged machine. Write to us, won't you. We'll be glad to send an experienced field representative to tell you all about this and other "BUFFALO" equipment.



"BUFFALO" Vacuum Mixer. Tub capacities from 75 to 2000 pounds. Standard mixers also available in tub capacities from 75 to 2000 pounds.

## JOHN E. SMITH'S SONS CO.

50 BROADWAY • • BUFFALO 3, NEW YORK

Sales and Service Offices in Principal Cities



# A BETTER RUN FOR YOUR MONEY



## MAKE IT "PAY OUT" HIGHER THROUGH QUALITY PROCESSING WITH GRIFFITH PRODUCTS

- 1 • Cut curing time and improve the quality of your hams, bacons and sausage products by curing with *flash-fused* PRAGUE POWDER. *Pump it! . . . Rub it! . . . Chop it! . . .* with assurance that laboratory-control gives you a balanced cure for fast, safe, maximum development of color and flavor.
- 2 • Make tasty pork sausage, wieners and bologna with Griffith's *Solublized* Seasonings. Each is an artful, scientific blend of true spice flavors—specially processed to *penetrate and blend thoroughly* with your ingredients.
- 3 • And produce a lard with longer shelf-life, greater saleability. Stabilize it against rancidity by using Griffith's *ready-soluble* Antioxidant—"G-4."

With these Griffith products you can make this run "pay out" higher. Write for details today.



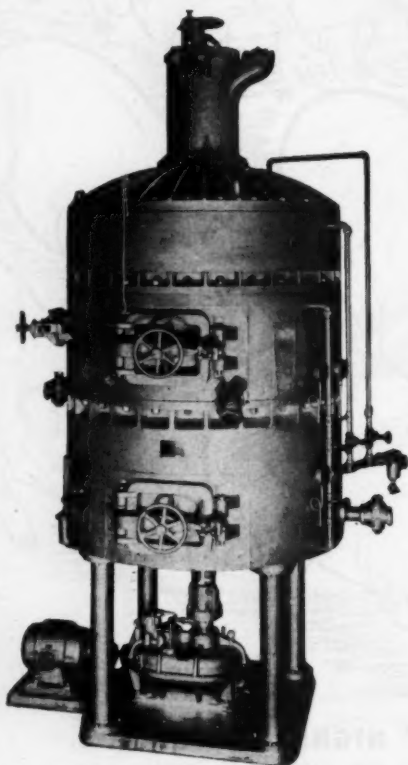
For all pork curing—sausage, hams, bacon, picnics—use Prague Powder to accelerate full bloom of flavor and lasting color. U. S. Patent Nos. 2054623, 2054624, 2054625 and 2054626.

The  
**GRIFFITH**  
LABORATORIES, Inc.

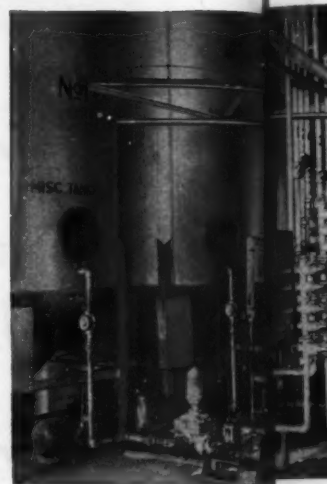
In Canada—The Griffith Laboratories, Ltd.

CHICAGO 9, 1415 W. 37th St. • NEWARK 5, 37 Empire St. • LOS ANGELES 58, 4900 Gifford Ave. • TORONTO 2, 115 George St.

THE NATIONAL PROVISIONER, Vol. 122, No. 16, Published weekly at 407 So. Dearborn St., Chicago 5, Ill., U.S.A. by The National Provisioner, Inc. Yearly subscriptions: U.S., \$4.50; Canada, \$6.50; Foreign countries, \$6.50. Single copies 25 cents. Copyright 1950 by the National Provisioner Inc.. Trade Mark Registered in U.S. Patent Office. Entered as second-class matter October 8, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879.



Many packers are still preparing lard without directing attention to the possibility of improving quality and uniformity through rendering and refining. In the FRENCH DRIP SYSTEM, fats to be rendered are loaded into the top section where the lard is rendered out of the fat, and immediately drained through a perforated strainer plate into the bottom section of the cooker. In the lower section, the lard is instantly treated and refined with activated carbon and moisture extracted under vacuum. When rendering is completed, the refining operation is completed also, and lard is ready to be filtered and chilled.



# FRENCH Equipment Gives Higher G

## FRENCH

steps up grease recovery 6½%

## FRENCH

adds 3% protein content to your cracklings!

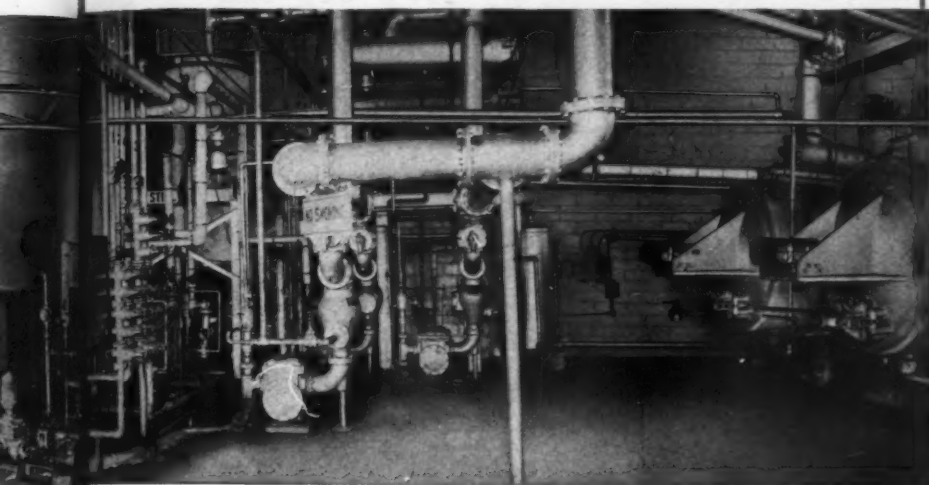
● The higher profits and lower operating costs being realized daily by users of FRENCH RENDERING EQUIPMENT invite your investigation! The giant strides made in the field of modern inedible rendering are best illustrated

by the new FRENCH Solvent Extraction Units and the new FRENCH Solvent Extraction Method. The FRENCH system is completely sanitary, economical and profitable to operate, and offers fool-proof operation . . . yields substantially higher grease extraction with an absolute minimum of solvent loss. FRENCH Equipment can be engineered to produce a system that requires no manual handling of product during processing, or it can be combined with present equipment under modified manual methods. *Finished cracklings command higher prices because of the higher protein content.*

● The FRENCH Solvent Extraction System removes tallow, grease and oils from shop scrap, cracklings, carcasses, slaughter house offal and other grease or oil-bearing animal products more efficiently, effectively and economically than any other system in use today.

The entire cooking and extraction process is carried on in a completely closed system, thus eliminating all odors during processing. Only extracted and deodorized cracklings are present in the cooker when it is opened for discharging. After the raw material is properly cooked, free grease may be drawn off and the solvent extraction process started by pumping solvent in the proper amount to the cooker-extractor.

FRENCH construction is sturdy, dependable and trouble-free. Write today for the complete story of FRENCH SOLVENT EXTRACTION . . . the last word in modern inedible rendering.



Batch Type Solvent Extraction Equipment for Meat Scrap Rendering

# Grease Extraction!

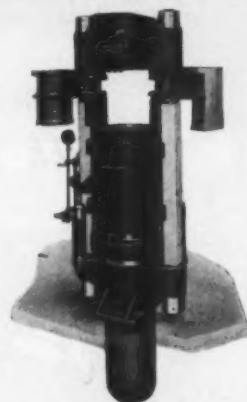
Here's what  
leading renderers  
are saying about:

**FRENCH**  
RENDERING  
MACHINERY

"We have found that the FRENCH System is completely sanitary and fool-proof." "Since installing FRENCH Rendering Equipment, our operating costs have taken a dip and our profits are showing a daily increase." "Our finished cracklings are bringing higher prices thanks to higher protein percentage." "Completely satisfied . . . thanks to FRENCH engineering 'know-how'."

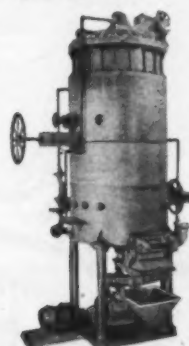
**FRENCH**  
OIL MILL MACHINERY CO.

PIQUA, OHIO, U. S. A.



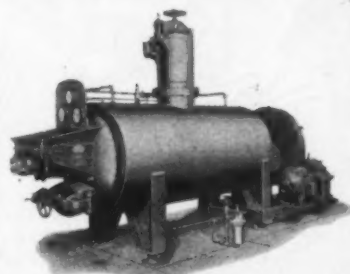
**HYDRAULIC CURB PRESS**

Floating heated curb. Unusually heavy construction. Bigger yield, lower operating costs.



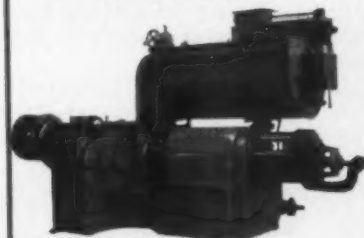
**FRENCH VERTICAL LARD COOKER**

Built-in Percolator Receiver or Sub-Kettle. Edible or Inedible rendering. Several capacities.



**HORIZONTAL MELTER**

Sizes to fit all needs for jacket and internal pressures up to 100 lbs. Meets A.S.M.E. specifications.



**MECHANICAL SCREW PRESS**

Large capacity gives low operating cost per ton of material pressed.



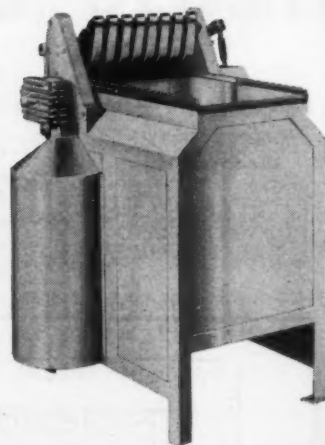
Whenever there are competitive claims, it's smart to investigate thoroughly before reaching a decision.

When it comes to a decision regarding bacon skimmers, Townsend welcomes the opportunity to prove that the close-cutting, high-yield performance of the Townsend Model 52 Bacon Skinner is unequalled by any other method.

Proof will cost you nothing, but will, we believe, show you the way to a higher margin of profit for your provision department—and your over-all operation.

Just ask us to send a Townsend Model 52 for a 30-day test in your plant at our expense. You can test it alone, or set it alongside any other bacon skimmer and let the results speak for themselves.

**TOWNSEND**  
**ENGINEERING COMPANY**  
 317 E. Second St. Des Moines 9, Iowa



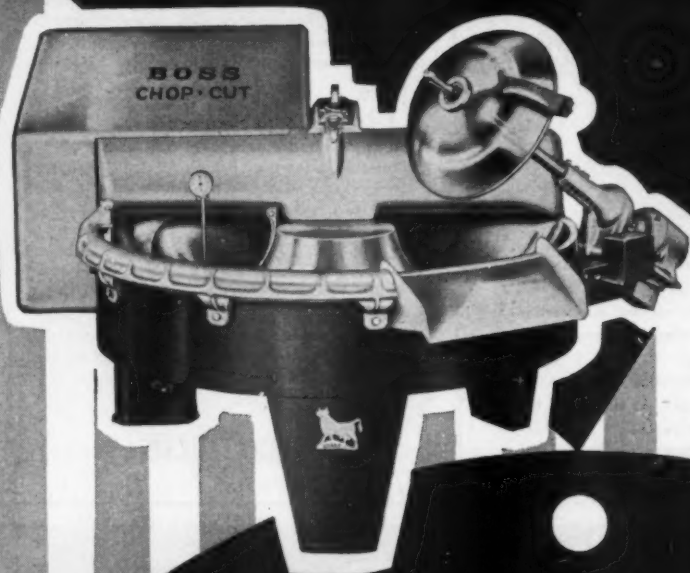
The Townsend Bacon Skinner (Model 52) is a worthy companion to the Townsend Pork-Cut Skinner (Model 35) the versatile machine that reduces the cost of skinning any pork cut.



THERE'S A **NEW** STANDARD  
FOR SAUSAGE MEAT CUTTERS  
**CHOP • CUT**



Each knife provides two double-edged blades and delivers two cutting strokes per revolution. By reversal of knife on shaft, time between sharpenings is doubled.



There is new performance, new economy, new speed at your command in the gleaming new CHOP-CUT sausage meat cutter. Modern knife design delivers the cool, chopping cut of a razor-edged cleaver, keeping temperature of the product low, and adding to its capacity for absorption.

Fewer knives are used. But capacity in relation to bowl size, power demand, and time cycle has been increased; and operating time between knife sharpenings has been lengthened.

Don't rest until you have made arrangements to get complete details. Call your nearest BOSS representative, or write direct for Bulletin CC-49.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO

inner  
com-  
Pork-  
) the  
duces  
pork



## MORE POWER *than ever!* GREATER VALUE *than ever!*

Again in 1950, Chevrolet is the outstanding leader in the entire truck field! Chevrolet brings you more power—and more value—than ever before. *These 1950 P-L trucks are the most powerful trucks Chevrolet has ever built!*

Chevrolet—and only Chevrolet—leads the field in popularity, performance, payload and price. Chevrolet—and only Chevrolet—has earned the right and proved its right to leadership.

See your Chevrolet Dealer today. He sells a P-L truck for every trucking job. And every one gives you MORE POWER . . . GREATER VALUE . . . than ever!

CHEVROLET MOTOR DIVISION, General Motors Corporation  
DETROIT 2, MICHIGAN

### Out in front with all these **Plus** Features:

- TWO GREAT VALVE-IN-HEAD ENGINES: the New 105-h.p. Load-Master and the improved 92-h.p. Thrift-Master—to give you greater power per gallon, lower cost per load
- THE NEW POWER-JET CARBURETOR: smoother, quicker acceleration response
- DIAPHRAGM SPRING CLUTCH for easy action engagement
- SYNCHRO-MESH TRANSMISSIONS for fast, smooth shifting
- HYPOID REAR AXLES—5 times more durable than spiral bevel type
- DOUBLE-ARTICULATED BRAKES—for complete driver control
- WIDE-BASE WHEELS for increased tire mileage
- ADVANCE-DESIGN STYLING with the "Cab that Breathes"
- BALL-TYPE STEERING for easier handling
- UNIT-DESIGN BODIES—precision built.

## CHEVROLET **P\*L\***

### ADVANCE-DESIGN TRUCKS

### **P\***opularity **L\***eaders

The public's overwhelming preference for Chevrolet trucks is proof of owner satisfaction earned through the years. Beyond question, Chevrolet P-L trucks are the nation's leading choice in the entire truck field.

### **P\***erformance **L\***eaders

The new Chevrolet P-L trucks give you high pulling power over a wide range of usable road speeds—and on the straightaway, high acceleration to cut down total trip time.

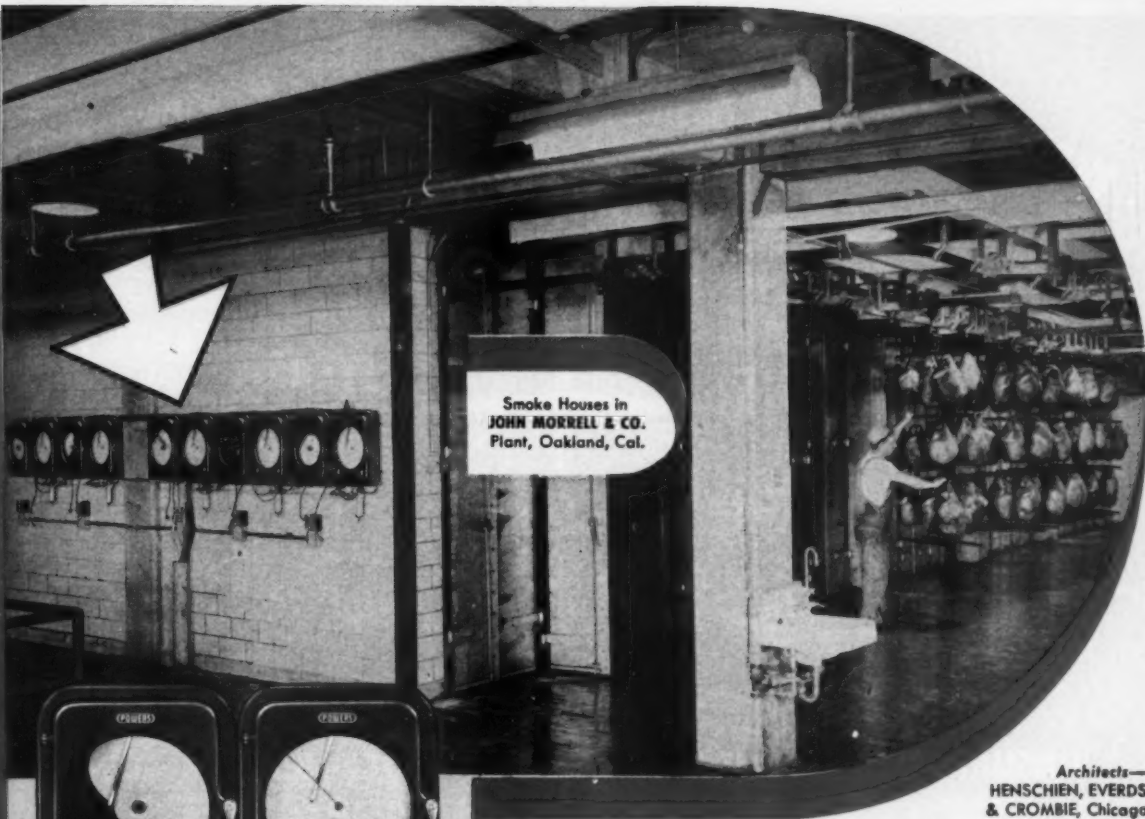
### **P\***ayload **L\***eaders

The rugged construction and all-around economy of Chevrolet P-L trucks cut operating and repair costs—let you deliver the goods with real reductions in cost per ton per mile.

### **P\***rice **L\***eaders

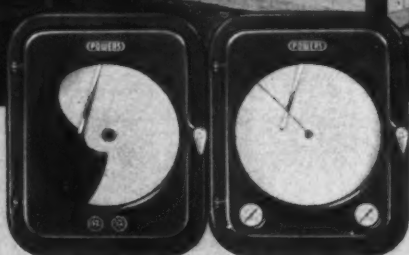
From low selling price to high resale value, you're money ahead with Chevrolet trucks. Chevrolet's rock-bottom initial cost—outstandingly low cost of operation and upkeep—and high trade-in value—all add up to the lowest price for you.





Smoke Houses in  
JOHN MORRELL & CO.  
Plant, Oakland, Cal.

Architects—  
HENSCHEN, EVERDS  
& CROMBIE, Chicago



POWERS TIME CYCLE RECORDING REGULATOR

Used by INDUSTRIAL AIR  
CONDITIONING SYSTEMS,  
Inc., Chicago, manufacturer of  
the five gas fired air conditioned  
smoke houses shown above.



For Better Quality Products  
at Lower Cost . . . Use

**POWERS**

Temperature • Humidity • Control

## ***POWERS air conditioning control helps INCREASE PRODUCTION and produce a MORE UNIFORM PRODUCT***

John Morrell & Co. high quality standards are rigidly maintained in their modern smoke houses. Uniform temperature, humidity and smoke penetration are assured by the large volume of air accurately controlled by Powers Equipment. Valves, dampers and static pressure regulators are pneumatically controlled by POWERS Time Cycle Recording Regulators. Records of operation are supplied on 12" recording thermometer charts.

### ***When you want accurate control of temperature or humidity for—***

SMOKE HOUSES • COOKING VATS, RETORTS or KETTLES  
DRYING, CURING or CHILLING ROOMS • SAUSAGE COOKERS  
SLICING and PACKAGING ROOMS • SCALDING VATS  
SAUSAGE CASING WASHING • WATER HEATERS

***...phone or write our nearest office***  
for valuable aid in selecting the right type of control  
for your requirements. There's no obligation.  
The Powers Regulator Co., Offices in 50 Cities.  
2725 Greenview Ave., Chicago 14, Illinois.  
231 E. 46th St., New York 17, N.Y.—1808 W. Eighth  
St., Los Angeles 5, Cal.—195 Spadina Ave., Toronto.  
(SH)

WE'LL TIP THE SCALES EITHER WAY FOR YOU!



"The Man Who Knows"



"The Man You Know"

Yes sir! If you want less expensive cures we have them! Both our ALL-AMERICAN CURE and our UNIVERSAL CURING SALZ are scientifically blended to give you the most reliable mixture at the lowest cost per pound.

*But if you seek unsurpassed quality, you want our NEVERFAIL 3 Day Ham Cure, our Special NEVERFAIL Curing Compound or our NEVERFAIL Bacon Cure!*

There is only one NEVERFAIL . . . H. J. Mayer's original formula . . . imitated but never duplicated. NEVERFAIL is a combined curing and seasoning compound made by an exclusive process. A special blend of choice spices is incorporated with the curing salts, and the ingredients are then reduced to microscopic fineness. The seasoning therefore goes in with the cure . . . permeates every morsel and fibre of the meat . . . creates a Pre-Seasoned, savory flavor all its own.

Pre-Season your hams, your bacon, your sausage meat and meat loaves. Use NEVERFAIL as a pumping pickle, as a cover pickle, as a rubbing compound and in your chopper. Write today for complete information.

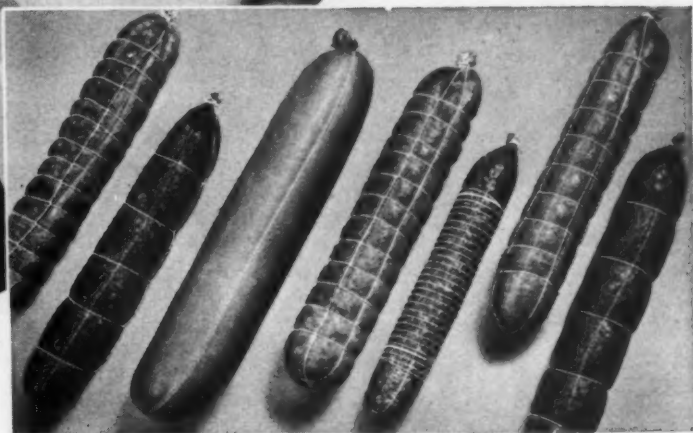
**H. J. MAYER & SONS CO., INC.**

6815 SOUTH ASHLAND AVE., CHICAGO 36, ILL.

Plant: 6819-27 S. Ashland Ave.

IN CANADA: H. J. MAYER & SONS CO. (Canada) Limited, WINDSOR, ONTARIO

# Cleanliness



## Cleanliness in Wilson's Natural Casings

Thorough cleansing and rigid inspection make Wilson's *Natural Casings* the finest "package" for your sausages. The high standard of cleanliness maintained in the processing of *all* Wilson's *Natural Casings* protects your sausages.

General Offices



Chicago 9, Ill.

*In every way sausage is best in*  
**WILSON'S NATURAL CASINGS**



# *Afral* **CURE**

**"HONEY SWEET" SUGAR CURE—**

**CONTAINS THE NECESSARY AMOUNT OF  
ESPECIALLY PREPARED SUGAR, AND NO SALT**

- ★ **MOST UNUSUAL COLOR**
- ★ **FINE, SWEET FLAVOR**
- ★ **LONGEST PRESERVATION**

**OF CURED SAUSAGE AND S. P. MEAT**

Manufacturers of Binders, Seasonings, Dry and Liquid  
Seasoning Compounds

# **AFRAL**

**C O R P O R A T I O N**

**1933 SOUTH HALSTED ST.**

**CHICAGO 8, ILL.**



# THE MAN WHO PUSHES ONE CAN TELL YOU...



**BROTHER, THERE ISN'T A CRACK OR CREVICE IN A WEAR-EVER ALUMINUM MEAT TRUCK TO CATCH FOOD AND DIRT**

## OPEN BEAD

Easy to clean. Can't catch and hold dirt or food. Wear-Ever trucks meet highest sanitary requirements.

## REINFORCED CORNERS

Each corner reinforced with a special aluminum casting that is attached with a continuous weld, ground smooth. There's no place for food to lodge.

## WELDED UNDERSTRUCTURE

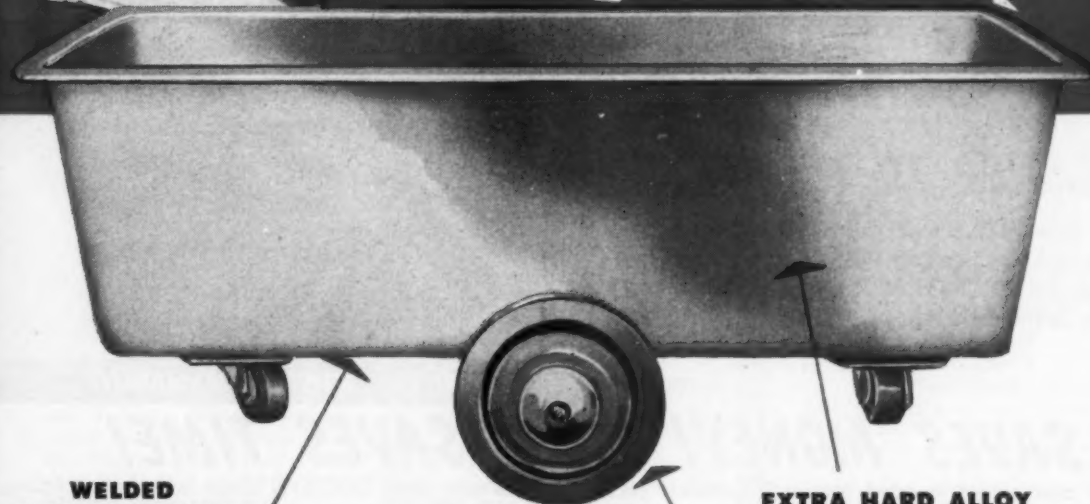
Understructure is welded to body with a continuous weld that eliminates cracks and crevices.

## NEW TYPE WHEELS

Roller bearing wheels with Zerk type fittings to permit lubrication of inside bearings. Make truck still easier to push.

## EXTRA HARD ALLOY

Truck body made of extra hard, extra tough 525 aluminum alloy. Though light to push, it gives heavy-duty wear. And aluminum is friendly to foods.



For details about Wear-Ever aluminum trucks and other food plant equipment, mail the coupon today.

# WEAR-EVER

50 TH

ANNIVERSARY



1900

1950

The Aluminum Cooking Utensil Co.  
404 Wear-Ever Bldg., New Kensington, Pa.

- ☐ I want to know more about your trucks. We would like an estimate on.....trucks.
- ☐ Please send catalog of food plant equipment.

NAME.....

FIRM.....

ADDRESS.....

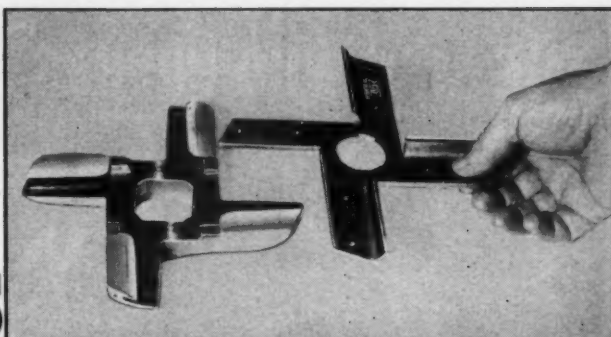
CITY.....

STATE.....

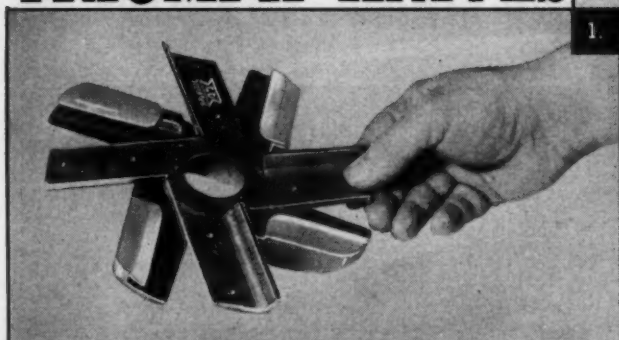
# NEW!

## C-D

### TRIUMPH KNIVES



1. ONE PIECE KNIFE . . . "LOCKTITE" HOLDER



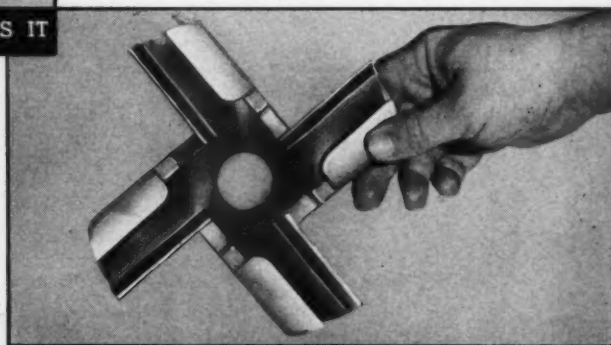
2. A TWIST . . . LOCKS IT IN . . . RELEASES IT

### EASIER TO ASSEMBLE!!

A twist of the wrist locks the one piece blade into the TRIUMPH "Locktite" holder. No screws to set . . . no blades to align . . . no pins to shear off. Blades are supported their full length.

### EASIER TO CLEAN!!!

A twist of the wrist releases the blade for quick easy cleaning. With its streamlined design the TRIUMPH knife is the most sanitary yet developed.



3. QUICK! . . . SIMPLE! . . . HANDY! . . .

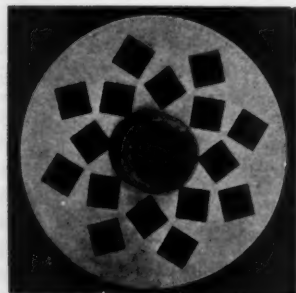
### SAVES MONEY!

Only one holder needed for each grinder. Just slip in a new TRIUMPH one piece knife into the "Locktite" holder to match each different plate. 312,000 lbs. ground during one \*test and still going strong! The finest, most economical knife ever made.

\*NAMES FURNISHED ON REQUEST

### SAVES TIME!

The one piece TRIUMPH blade is self sharpening, maintaining a razor edge for the life of the blade. Smooth surface "Locktite" holder easy to clean. ALL SPECO C-D products have a money back guarantee. Order yours today!



10 special purpose plates and 6 different styles of knives available in all sizes from 2 3/4" to 17".

FREE 1950  
SAUSAGE GRINDING  
POINTER CATALOG



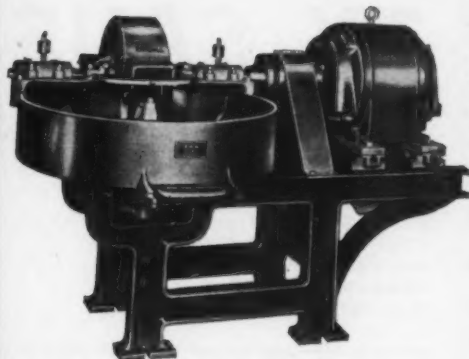
# SPECO INC.

THE SPECIALTY MANUFACTURER'S SALES CO.

2021 GRACE ST. CHGO. 18, ILL. Phone GRaceland 2-5600

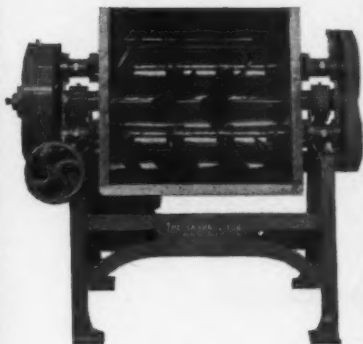
# The road to sausage profits is paved with RANDALL EQUIPMENT

More and more profit-minded packers and sausage manufacturers are switching to RANDALL Stuffers, Mixers, Cutters and Ovens because RANDALL EQUIPMENT is produced by engineers who know the sausage-making business and whose long experience and know-how are built into every RANDALL product. Low initial cost plus dependable, efficient service characterizes all RANDALL Equipment.



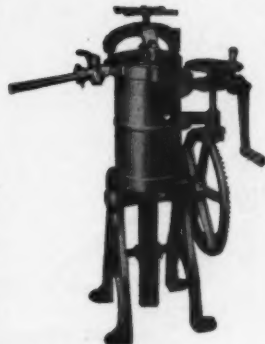
## RANDALL SELF-UNLOADING PERFECTION CUTTER

An indispensable machine to any efficient sausage kitchen. Cuts and mixes evenly and quickly. A RANDALL CUTTER is available for every size of plant—125# to 800# capacity.



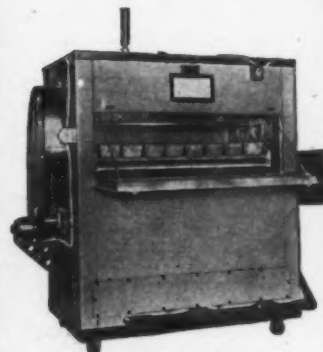
## RANDALL MEAT MIXER

Has 8 sturdy, scientifically designed paddles capable of mixing 400# of meat. Silent chain drive. All gears covered. Tub turns 45° for easy cleaning.



## MANHATTAN HAND STUFFER

This improved model of the long-popular Manhattan Hand Stuffer is ideally suited where electric current is not available. Special device prevents meat from leaving the stuffer tube during casing changes.



## RANDALL EFFICIENCY REVOLVING OVEN

STURDILY BUILT in one compact unit. Door placed for convenient loading and unloading. Has 8 revolving shelves holding eight 6# meat pans. Gas heated. Well insulated. Automatic heat control. Attractive gloss enamel.



## RANDALL No. 231 STUFFER

Designed for fast production. Has polished stainless meat valves, guaranteed leak-proof piston, exclusive safety features. Cannot operate when lid is open. 100# to 500# capacity.

Every item in RANDALL's famous line of sausage-making equipment is job-rated . . . engineered to fit the limited production needs of the small and medium-sized packer. If your sausage profits are lagging it's time for you to check the capacities of your machines to see whether they fit your production schedules.

No other machine can out-perform a RANDALL . . . install a series of RANDALL sausage-making machines in your plant now and watch your profits zoom!

# R. T. RANDALL & COMPANY

331-333 NORTH SECOND STREET • PHILADELPHIA 6, PA.

*Adjustable "ALL PURPOSE" Automatic*  
**TY SAUSAGE LINKER**

*For Artificial, Sheep and Hog Casings*

Portable  
 Man Hour and Space Saving  
 Use of Unskilled Operators  
 UNIFORMITY OF SIZE  
 Just Connect With Light Socket  
 Automatic Feeding  
 Improved Product Appearance

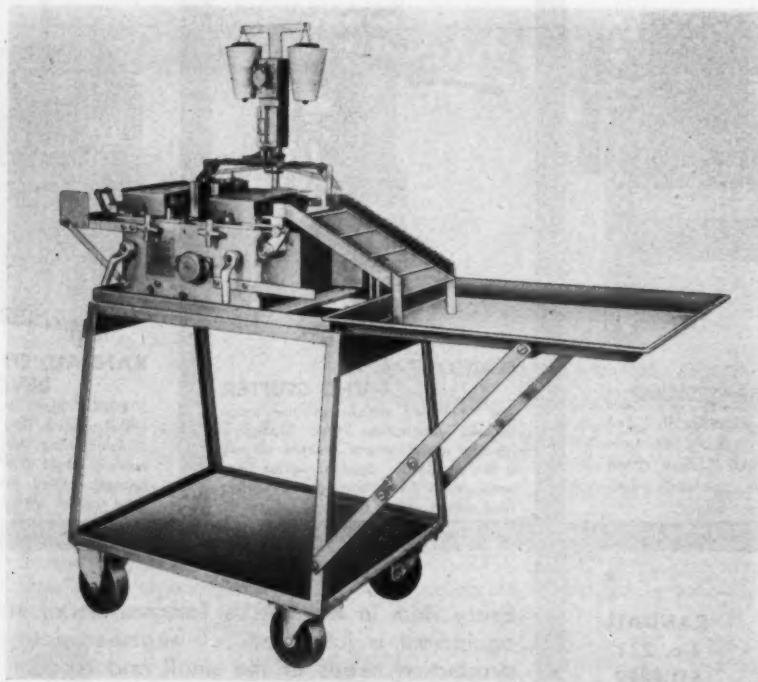
Any Length,  $3\frac{1}{4}$ " to  $6\frac{1}{2}$ ", 114 Links Per Minute  
 " " , 1 " " 2 " , 114 " " "  
 " " , 7 " " 13 " , 57 " " "  
 Any Diameter Up to 35 mm.  
 Diameters Up to 18/20 mm. Can Be Double-Tied

Change Lengths in 2 Minutes  
 Change Diameters in 2 Seconds  
 Change to "COCKTAILS" in 5 Minutes

*Over 2500 Ty Linkers in Use!*

WEIGHT: 210 lbs.      WIDTH: 20"  
 LENGTH: 36"      HEIGHT: 31"

**ON THE MARKET SINCE 1939**



**OUR NEW COMBINATION SERVICE TRUCKS**

"TILT TOP" for Easy Cleaning—Adjustable EXTENSION PAN—  
 CORRECT HEIGHT for Efficient Feeding—All STAINLESS STEEL  
 —68" Long, 35" High, 24" Wide—Ideal for PERMANENT LOCATION

—WRITE FOR SPECIAL CIRCULAR—

**LINKER MACHINES, INC.** 39 DIVISION STREET  
 NEWARK 2, N. J.

*Saving the Industry 20,000,000 Man Hours Annually*

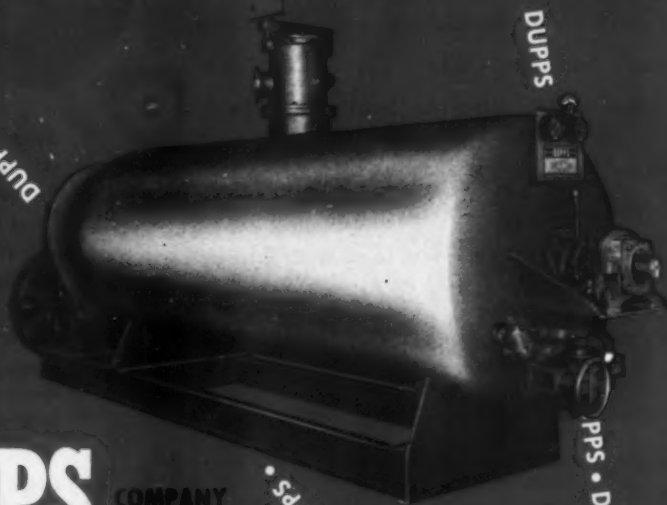


# DUPPS

A NAME THAT MEANS HIGHER PRODUCTION  
AT LOWER COST TO YOU!

Up to date, efficient rendering and slaughtering equipment  
in your plant is your best guarantee of  
profitable operation.

Dupps Rendering and Slaughtering equipment is the  
most modern, most efficient you can buy. Our  
engineering department is constantly working to  
add refinements and improvements which will lower  
your production costs. For example, in the  
last year Dupps has introduced important improve-  
ments on a great number of their machines  
that are designed to cut labor costs and  
at the same time increase profits. It will pay you  
to consult us, let us show you how Dupps  
equipment can help raise your pro-  
duction, increase profits and reduce mainte-  
nance costs. There is no obligation on your part.



THE JOHN J.

## DUPPS

COMPANY

GERMANTOWN, OHIO

EET  
J.

lly

, 1950



# help yourself to 20% more sales

Turn this big Sausage  
Promotion into  
20% more sales for your brand!  
Just do these three things:

**20%** increase in sales! That's the average sales gain in market after market—when Visking's Sausage-Selling "TASTE IT" display plan was pushed by leading packers.

**Figure out** what a 20% increase in sales will do for *your* weekly profit picture! You'll see that you can't possibly lose—you're sure to win by tying in with the big "TASTE IT" Sausage Promotion now being launched by Visking.

**And what a Whale** of a Sausage Promotion! Visking's popular "TENDER FAMILY" will give it a big "sell" in the Sunday comics—hitting 88 big newspapers on Sunday, June 11 ... 28,000,000 families!

- 1** Show your retailers how to display Sausage invitingly. Feature Bologna, New England Ham Sausage, Liver Sausage and Cooked Salami—as advertised June 11.
- 2** Show dealers how to identify each type of sausage. Supply them with Talking Price Cards. Ask your Visking man.
- 3** Urge dealers to set up attractive "TASTE IT" Sausage displays at their meat counters—well stocked with sausage samples.

Show Your Dealers  
How to Sell Sausage  
the "TASTE IT" way!



**SHOW 'EM  
HOW TO SET UP  
"TASTE IT"  
DISPLAYS**

Tests prove that no customers can resist the urge to "TASTE IT"—to get acquainted with the goodness and flavor of a variety of fine sausages! And tests prove that a taste teases the customer into saying—"and a half a pound of *this*, too!"



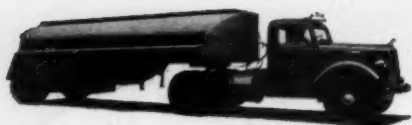
**THE**

**VISKING**

**CORPORATION**

CHICAGO 38, ILLINOIS

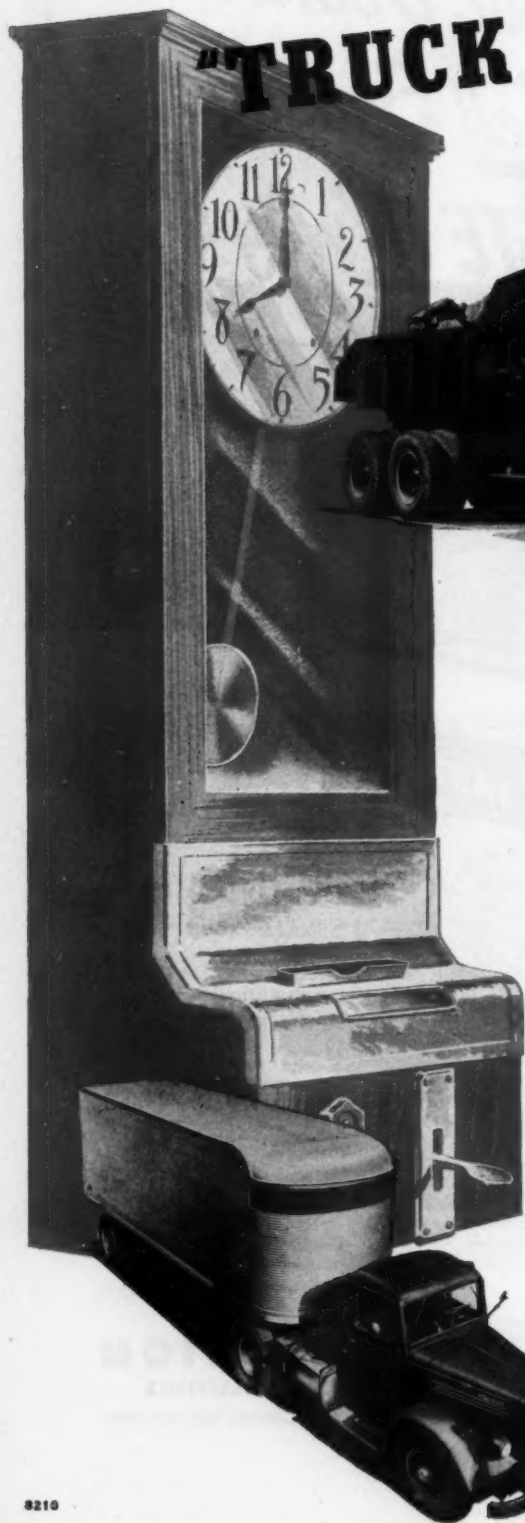
IN CANADA, VISKING LIMITED, LINDSAY, ONT.



...Cut Down

# "TRUCK ABSENTEEISM"

put MACK TRUCKS on  
your job



"Truck Absenteeism," like its human counterpart, disrupts the efficiency of your business . . . adds materially to your costs.

Actual job records prove that with Mack trucks on the job "truck absenteeism" is reduced to an absolute minimum. That's because Mack trucks have built-in durability . . . extra reserves of strength and stamina. Because they're better built, they're better able to stand up to the demands of hard-working, day-in, day-out service. Work done on the job will always be the one true yardstick of truck value. Figured that way, every Mack truck gives full measure — and more — in round-the-clock dependability; longer, more trouble-free mileage life; sustained earning power; and rock-bottom maintenance costs.

On the job — and on the job records — it proves out every time: "YOU GET MORE WORK OUT OF MACK TRUCKS, BECAUSE MORE WORK GOES INTO MACK TRUCKS."

Be Profit-Wise

**Modernize with**



Mack Trucks, Inc., Empire State Building, New York 1,  
New York. Factories at Allentown, Pa.; Plainfield, N. J.;  
New Brunswick, N. J.; Long Island City, N. Y. Factory  
branches and distributors in all principal cities for  
service and parts. In Canada: Mack Trucks of Canada, Ltd.

**"10,000,000 pounds shipped weekly  
with 'DRY-ICE' refrigeration . . .**

*spoilage kept at  
absolute minimum"*



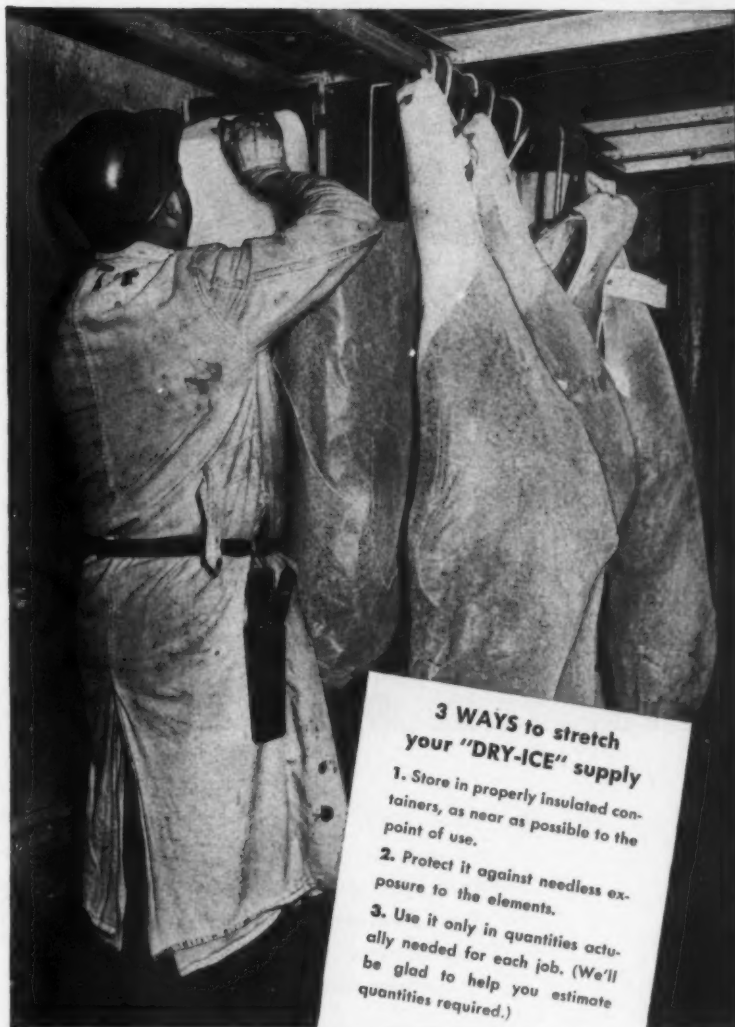
**. . . says the Transportation Superintendent of a large Mid-West meat packer.**

He amplified: "We ship fresh, smoked, cured and canned meat and meat products of all kinds everywhere East of the Mississippi River — in railroad refrigerator cars and trucks — and we have had a minimum loss due to spoilage. In the case of fresh trimmings and sausage materials current production can be shipped immediately by placing cones of "DRY-ICE" in the center of barrels as the product is packed. This eliminates the necessity of spreading trimmings in freezer.

"We feel a large part of this success is due to "DRY-ICE" which we use both as a primary and secondary refrigerant.

"In addition to this "DRY-ICE" has many advantages over other types of refrigeration. It permits greater payload and is more flexible to handle."

Protect your meat products with "DRY-ICE" and be assured of dependable and economical refrigeration. Write your nearest Pureco Office or Warehouse for more complete information. Use margin below ad for your name and address.



**3 WAYS to stretch  
your "DRY-ICE" supply**

1. Store in properly insulated containers, as near as possible to the point of use.
2. Protect it against needless exposure to the elements.
3. Use it only in quantities actually needed for each job. (We'll be glad to help you estimate quantities required.)



**PURE CARBONIC COMPANY**

A DIVISION OF AIR REDUCTION COMPANY, INCORPORATED

General Offices: 60 East 42nd Street, New York 17, N. Y.

NATION-WIDE "DRY-ICE" SERVICE-DISTRIBUTING STATIONS IN PRINCIPAL CITIES





*Our  
69<sup>th</sup>  
Year  
Supplying  
Natural  
Sausage  
Casings  
to the  
Industry*

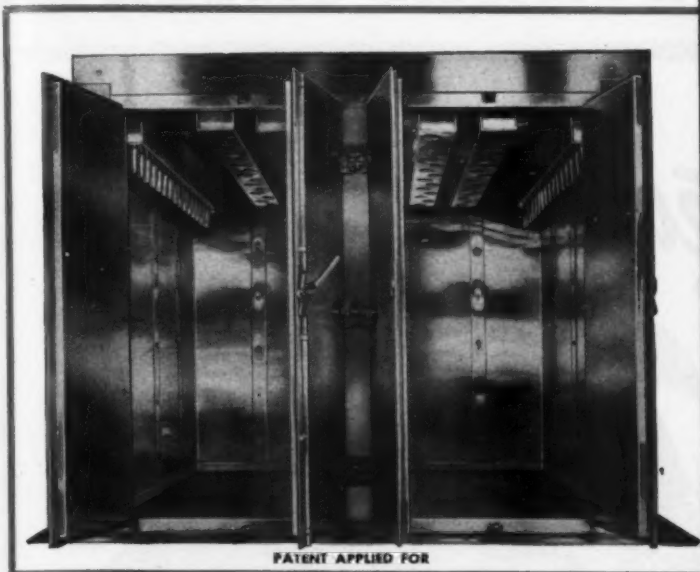
- Since 1882, our aim has been to satisfy the trade—and the enthusiastic reception accorded our representatives proves that Berth. Levi & Co. has been successful. It has always been a great pleasure to work with and serve you of the meat packing and sausage manufacturing industry and it shall be our aim to continue meriting your confidence.

**BERTH. LEVI & Co. INC.**

CHICAGO • NEW YORK • LONDON • BUENOS AIRES • WELLINGTON • SYDNEY



## THE "ARISTOCRAT OF SMOKEHOUSES"



### *Savings in Smoking Costs pay for new ATMOS Unit!*

The basic ATMOS Smokehouse System is specifically engineered to meet your particular requirements . . . can be supplied with either overhead distribution of underfloor type to fit any house or building. The ATMOS System actually cuts smoking costs to the point where the resultant savings pay for the unit. ATMOS, the oldest manufacturer in the smokehouse equipment field, unconditionally guarantees that every model will produce uniform, controlled temperatures, shorten smoking time and operate more economically. All-stainless-steel equipment now available.

#### CHECK THESE IMPORTANT ATMOS FEATURES:

Minimum cleaning time . . . complete sanitation . . . no turning of cage . . . no pits required . . . saves costly labor . . . infinite control . . . no regulating necessary . . . minimum shrink.  
*Write for list of satisfied users near you!*

Now Available  
Overhead System  
or Underfloor Type

Write Today  
for  
Full Particulars

*Atmos*

**CORPORATION**

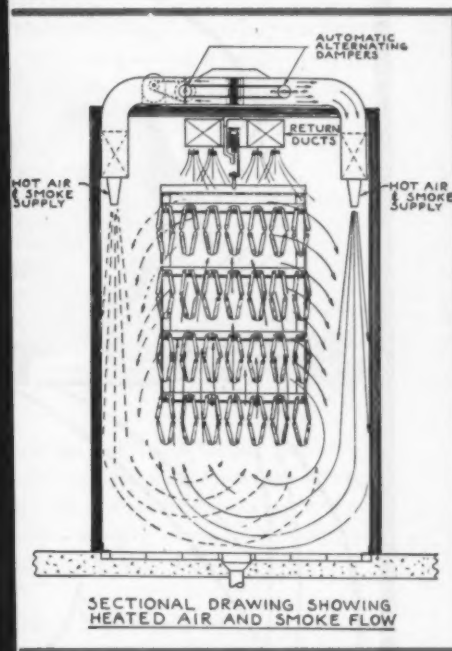
935 W. SCHUBERT AVE. • CHICAGO 14, ILLINOIS

EA elgate 7-4311

Atmos

**Aristocrat  
DE LUXE**

ATMOS offers their famous Overhead Smoke and Heat Distribution System in choice of two stainless steel models: The "ARISTOCRAT" and the "ARISTOCRAT DE LUXE." Both models provide an air-conditioned, engineered and controlled smokehouse system that guarantees uniform temperatures throughout the house, provides new savings in shrink, and increases production while decreasing the smoking time. The "ARISTOCRAT DE LUXE" offers the ultimate in smokehouse engineering by combining the drying, smoking and showering operations in a single function!



**OVER 500  
ATMOS SMOKEHOUSE UNITS  
INSTALLED AND OPERATING**



# SYLVANIA CASINGS

*Keep their  
shape!*



Special attention  
to individual designs  
printed in color

## SYLVANIA DIVISION AMERICAN VISCOSE CORPORATION

Manufacturers of cellophane and other cellulose products since 1929

Plant: Fredericksburg, Virginia ★ General Sales Office: 1617 Pennsylvania Blvd., Philadelphia, Pa.

Casings Division: 111 North Canal Street, Chicago 6, Illinois

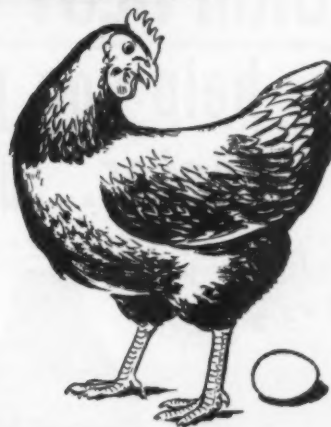
Distributor for Canada: Victoria Paper & Twine Co., Ltd., Toronto



Visit our booth at A.M.A. National  
Packaging Exposition Navy Pier,  
Chicago—April 24-27, 1950

# SPECIALIST...

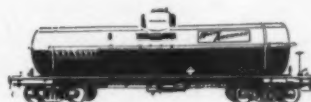
*a perfect job  
every time*



**NORTH AMERICAN AND NORTH WESTERN** are specialists in the transportation of meat and meat products. Their *equipment* and *experience* are made to order for your shipping job.

*The Refrigerator Car* designed specifically for safe, economical transportation of beef, hogs, lambs and other packing house products. Specialization assures you proper temperature, savings in ice and salt...and clean, odorless maintenance.

*The Tank Car* Scientifically equipped to transport lard, grease and heavy oils safely and economically. Specialization assures you constant product protection.



*Experience* North American and North Western have served leading shippers of perishable products through four decades. Their specialized experience assures you all-around fine service, expertly maintained equipment and a perfect shipping job every time.

*Call one of our offices listed below for complete information*

## NORTH AMERICAN CAR CORPORATION NORTH WESTERN REFRIGERATOR LINE COMPANY

*A nation-wide organization with branch offices in important market centers*

231 SOUTH LA SALLE STREET • CHICAGO 4, ILLINOIS

Republic Bank Bldg., Dallas 1, Texas

739 Pillsbury Avenue, St. Paul 4, Minn.

Shell Building, St. Louis 3, Mo.

341 Kennedy Bldg., Tulsa 3, Okla.

681 Market St., San Francisco, Calif.

60 East 42nd Street, New York 17, N. Y.

# PIN-TITE Reinforced Shroud Cloths

## FORM-BEST Full-length Stockinettes

help you process meats  
faster...better...more economically!



**FORM-BEST** Full-length Stockinettes are stronger ... more elastic ... less absorbent ... the most economical stockinettes to use.



**PIN-TITE** Reinforced Shroud Cloths are stronger ... easier to apply ... the most economical shroud cloths to use.

**PIN-TITE** and **FORM-BEST**, registered U. S. Patent Office, are manufactured only by The Cincinnati Cotton Products Company and sold either directly or through their brokers.

**SEATTLE**  
Birkenwald Inc.  
Main 4622

**PORTLAND**  
S. Birkenwald Co.  
Atwater 1343

**LOS ANGELES**  
B. W. Campton  
Kimball 7195

**SAN FRANCISCO**  
Irving Zeiler  
Skyline 1-7327

**CHICAGO**  
The Cincinnati  
Cotton Products Co.  
Enterprise 4666

*The Cincinnati Cotton Products Co.*

CINCINNATI 14, OHIO



## How to keep them asking for your ham...

You've never had a better time than right now to solidly establish yourself as the preferred source for really fine ham. For, with so many, many more people buying ham today they are setting up new buying habits and brand choices that will last for years!

Let Fearn Cures help you take advantage of today's opportunity to build *lasting* preference for your brand. For Fearn Cures help you make doubly sure that your hams have super fine flavor, full color development, the right texture, ever-true uniformity ... all on short

production schedule and without changes in your present methods.

Fearn can give you a cure that will exactly meet your needs! And remember, it's the extras that make the big difference in Fearn Cures—extra dependability, extra flavor and color fixing ability, extra uniformity, extra economy.

Fearn Cures mean a better product every time, better customer satisfaction—and continuous demand for *your* ham.



Write today for full details on the outstanding aid you get with Fearn Cures. Or better yet, let us run a test with you ... just send us a brief outline of your problem for a quick appraisal of how we can serve your needs.

**fearn** adds sales and profits from added zest and flavor

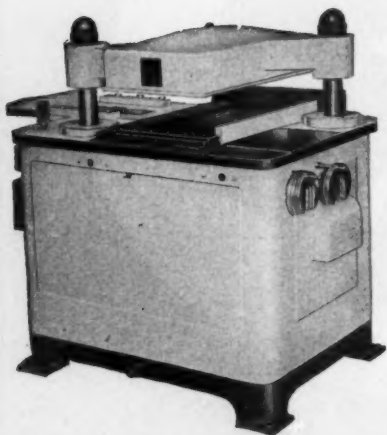
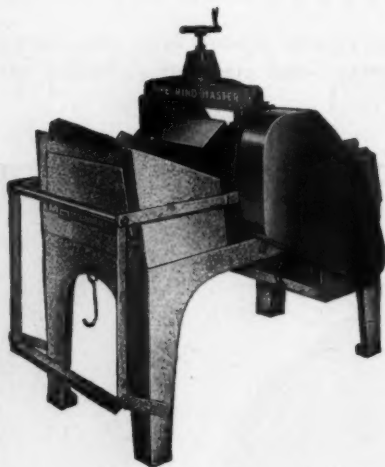


fearn  
laboratories, inc.  
FRANKLIN PARK, ILLINOIS

# BOOST YOUR BACON PROFITS

with this

## UNBEATABLE COMBINATION



By skinning smoked bacon *automatically* with the new

### RINDMASTER

you remove rinds equally thin from one end of the slab to the other . . . handling bacon slabs at a rate up to 800 or more per hour!

You also get smoked rinds which are consistently worth from 2c to as much as 5c per pound more than gelatin skins.

Being fully automatic, the RINDMASTER eliminates hand-starting . . . saving considerable on labor . . . slices rinds off cleanly and uniformly with greater yields than otherwise possible . . . and eliminates costly delays while operator waits to synchronize feeding operations with opening and closing of skin gripping mechanisms and accompanying waste as with other machines. There are no losses due to human error. Use it also to cut strips of fat back for lining molds used to make liver loaves.

RINDMASTER'S fully automatic action earns you up to 20c extra profit on every hog you process!

You "up" your bacon profits 3c to 8c per pound when you start forming bacon with the

### BACON-MASTER

This popular bacon former rescues more of the product from the lard tank—puts extra pounds on the bacon slab! It salvages irregular pieces of bacon, forming them into slabs of uniform width and thickness that provide full bacon slices. It puts 7% to 9% more bacon in the No. 1 class; ups the percentages of other grades; squares low-priced sow bellies that can be marketed as No. 4 bacon; makes owls saleable at higher prices by squaring them up attractively.

BACON-MASTER forming makes packing easier, it virtually eliminates low-priced partial slices, scraps and ends. As one Packer remarked: "You can pretty near leave the ears and tail on slabs when you use a BACON-MASTER!"

Both the RINDMASTER and the BACON-MASTER FORMER are compact units that take up little space and fit into existing production set-ups. Both are inexpensive.

You can quickly buy a RINDMASTER with the extra profits of 20c it makes you on each hog. You can pay for the Junior BACON-MASTER in one year with its earnings on 150 hogs weekly. The large, speedy Senior Model requires only a slightly larger production.

Once you've processed the number of hogs necessary to pay the cost, these machines continue to operate on a "no cost" basis.

Start piling up those extra profits with this "unbeatable combination." Write for further information—today!



7700 E. RAILROAD AVE.

(Successors to Lou Menges & Associates)

ST. LOUIS 15, MO.

# Perfect fitting packages

for smoked meats  
and sausage products

## with MILPRINT packaging materials and the MOLDART METHOD

No other wrapping method can give your smoked meats and sausage products such perfect fitting visible packages at low cost. Regardless of size or shape MOLDART fits the package tightly to the product and does it so securely that the smooth, trim appearance is maintained through packing, shipping and handling in the retail store.

For smart looking self-service packages that can "take" it use Milprint printed Cellophane or Pliofilm in sheets or rolls with the MOLDART METHOD. Use Milprint printed Cellophane for good looks at low cost. Use Milprint printed Pliofilm to save costly shrink, to preserve the freshness of the product.

Call your local Milprint man for a demonstration or write for samples and details.

**Milprint** INC.  
PACKAGING MATERIALS  
LITHOGRAPHY & PRINTING

GENERAL OFFICES, MILWAUKEE, WISCONSIN  
SALES OFFICES IN ALL PRINCIPAL CITIES

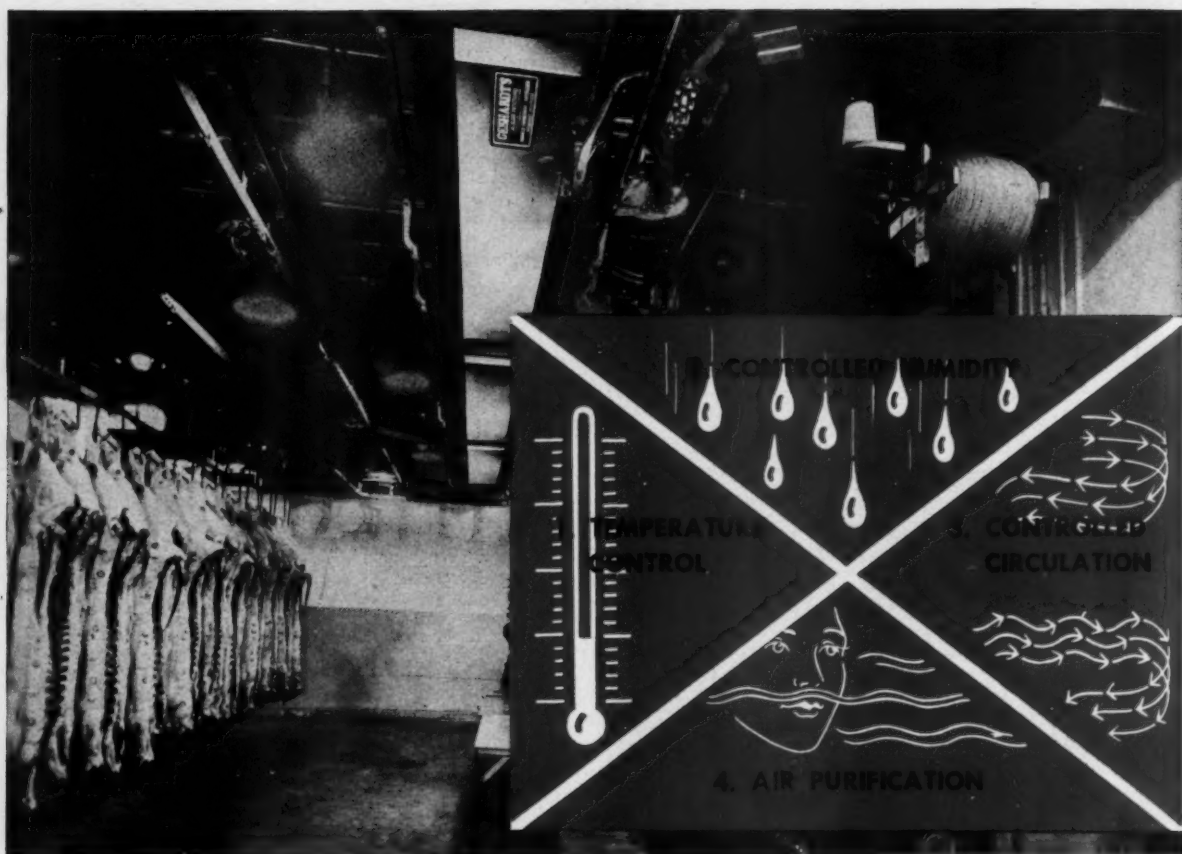
Printed Cellophane, Pliofilm, Acetate, Plastic Films, Foils, Saran,  
Folding Cartons, Lithographed Displays, Printed Promotional Material

### ONE STOP DOES IT ALL!

That's Milprint "Follow Through" Service

Here's where your lithographed point-of-sale material, car cards and all printed promotional material are created and printed at one stop. Saves you time and money.





## GEBHARDT'S 4-POINT PROGRAM

**keeps meats at their sales-inviting, top-quality best!**

**\$2.00 EXTRA PER HEAD ON BEEF**

from savings in shrink provided by

**GEBHARDT'S**

CONTROLLED REFRIGERATION SYSTEM

GEBHARDT COLD AIR CIRCULATORS installed in the chill and holding rooms of beef packers account for a 1% savings in shrink... which translated into a 5-pound saving on a 500-pound carcass means a notable dollar and cents saving. Send now for your free copy of the Gebhardt catalog.

Cold alone is not enough to keep meats at their best! GEBHARDT'S four points of superiority in controlled refrigeration is your positive assurance that your product will be kept at its peak of perfection. CONTROLLED TEMPERATURES are necessary to retard growth of bacteria. CONTROLLED HUMIDITY is necessary in maintaining that fresh appearance (bloom) on meats... in keeping shrink at a minimum. CONTROLLED CIRCULATION is necessary in order to constantly wipe off the product, remove bacteria, molds, odors, etc., which would cause the meat to deteriorate. AIR PURIFICATION is essential in removing bacteria, molds and odors from the air.

*Only GEBHARDT'S Controlled Refrigeration Gives You All Four!*



Telephones:  
Kilbourn 5-0559  
Kilbourn 5-2478

**ADVANCED  
ENGINEERING CORPORATION**

1802 West North Ave. • Milwaukee 5, Wisconsin



**MEAT INDUSTRY  
REPORTS . . .**

**"THIS GREAT NEW WHITE IS SAVING  
TIME...CUTTING OUR DELIVERY COSTS"**



**ITS UNMATCHED usefulness** . . . its efficiency set a new standard for deliveries in the meat industry. Its economy substantially reduces truck operating costs . . . wherever it goes!

Levin Dressed Beef Co., of Philadelphia, like other companies in the industry from coast to coast, find the new White 3000 is saving delivery time . . . cutting delivery costs because of its completely new functional design.

Larger body capacity . . . im-

proved maneuverability in congested city areas . . . new driver time and energy savings make this handsome, new White ideal for meat deliveries.

In every way, this truck of tomorrow, is engineered for the exacting needs of the industry. Ask your White Representative for the facts about this entirely new truck that saves time and reduces truck costs . . . because it's miles ahead!

**LOOK HOW IT SAVES!**



**drivers** like its maneuverability . . . save time in every phase of delivery.



**operators** get more goods delivered in less time for reduced delivery cost.



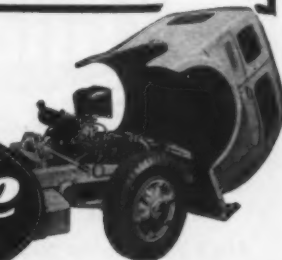
**mechanics** do better work . . . quicker because of complete front-end accessibility . . . instantly.

**THE WHITE MOTOR COMPANY**

Cleveland 1, Ohio, U. S. A.

THE WHITE MOTOR COMPANY OF CANADA LIMITED • FACTORY AT MONTREAL

**FOR MORE THAN 50 YEARS THE GREATEST NAME IN TRUCKS**



**Tips its cab to service**



TO IMPROVE YOUR  
MEAT PRODUCTS...

Quality Ingredients Scientifically Processed

by **Glidden**

*Pacemaker in Soya Research*

## AMAZING NEW TYPE OF BINDER

Developed and thoroughly tested  
in Glidden's Laboratory—

Proved in numerous meat processing plants!

### SOYALOSE FLOURS No. 103 and No. 105

Low fat types of soya flour  
containing fat in form of  
Lecithin, a pure vegetable  
product—over 50% protein—  
mild in flavor—light in color.

### SOYABITS No. 20-3 and No. 40-3

Low fat types of soya grits  
containing fat in form of  
Lecithin, a pure vegetable  
product—over 50% protein—  
mild in flavor—light in color.

### FUNCTIONS AND ADVANTAGES OF LECITHINATED SOYA BINDERS

1. Increased yield due to reduced shrinkage in smoking and cooking operation.
2. Emulsifies and retards oxidation.
3. Reduces dusting.
4. Produces a juicy and smooth slicing sausage.

Produced under rigid and constant control by the most advanced methods and equipment. The complete facilities of our Technical Service Department are available to help you answer specific problems in connection with the use of soya ingredients in any formula. Your inquiries are invited.



**The Glidden Company**

SOYA PRODUCTS DIVISION

5165 West Moffat Street • Chicago 39, Illinois

## AN OUTSTANDING ENGINEERING ACHIEVEMENT



Patents  
Pending

## ANDERSON'S MOLDED MEAT BASKET

- Steel reinforced, plastic molded in one piece, makes this basket practically indestructible
- Steam baths and periodic washings keep this basket sterilized
- Good for thousands of trips with loads of hundreds of pounds
- The ideal Basket for your meat products

10½" deep, 20" wide, 25" long.

**\$5.50** each f.o.b. Henderson, Ky.  
in lots of 25 to 500

**\$6.95** each, Same Size Heavy Duty  
Basket

Prices subject to change without notice.

You will want to use these molded meat baskets because they can be easily cleaned; and because they are as strong as steel (of the same gauge) yet only weigh 6½ pounds.

Send your order today.

**"MEAT BASKETS SINCE 1885"**

MADE ONLY BY

**The ANDERSON BOX & BASKET CO.**  
HENDERSON, KENTUCKY

GENERAL SALES OFFICE  
230 FIFTH AVENUE • NEW YORK 1, N. Y.  
Murray Hill 5-4177

# HOWE

TO PUT THE INDIAN SIGN ON  
HIGH REFRIGERATION COSTS!

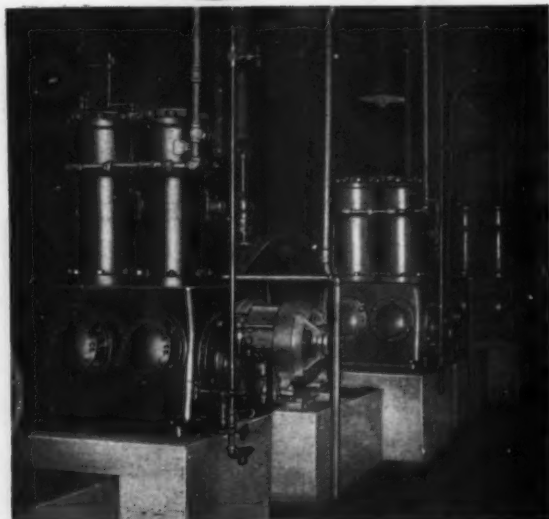


## HERE'S HOWE SHELL AND TUBE CONDENSERS • Install Now!

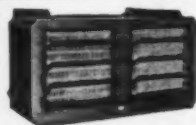
(REMOVABLE TUBE DESIGN)

YOU SAVE money, space, labor, time, with Howe individually engineered installations, large or small. You get that constant exact temperature and humidity control which in thousands of plants is keeping products at top quality. Howe Shell and Tube Condensers can be compactly grouped in batteries for multiple installations, for any capacity plant. Both shell and tube and shell and coil types for Freon.

OUTSTANDING FEATURES • RETUBING — without special tools •  
RETUBING — without experienced mechanics • TUBES — standard material  
purchasable in any locality.



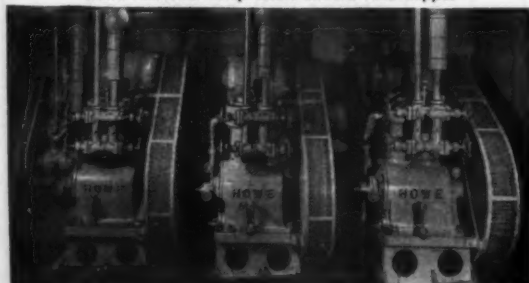
Three 20-ton Howe Compressors



### Howe-Conditionaire Unit Coolers Ceiling Type

A size for every cooler and temperature application. Single and double fan models, for operation with ammonia, Freon or brine. Special Rapid Freeze models with automatic defrost for low temperature storage or processing.

Howe Ammonia Compressors aboard Tuna Clipper



HOWE EVAPORATIVE CONDENSERS save 95% on water, as well as space. Ideal for restricted water areas.

GET THE BENEFITS of Howe's 38 years of practical, test-proved refrigeration knowledge and their ruggedly built, trouble-free equipment. Write for free booklet, or without obligation consult Howe engineers on your specific problems.

SINCE 1912, BUILDERS exclusively of refrigeration equipment: Ammonia compressors, standard, multiple effect and boosters, 2 to 150 tons; self-contained automatic ammonia units; Freon condensing units; shell and tube condensers; brine and water coolers; unit coolers; fin coils; locker freezing units; air conditioning (cooling) equipment.

A few territories still open . . . write for details  
about the HOWE profit-plan for new distributors.

# HOWE

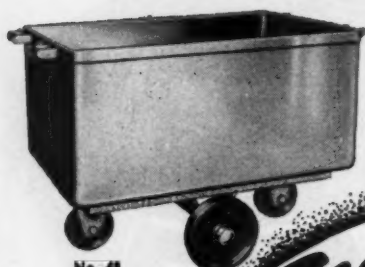
## ICE MACHINE CO.

Distributors in Principal Cities

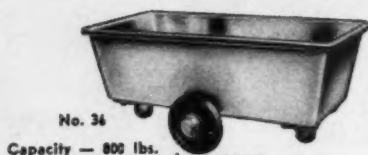
3825 MONTROSE AVENUE • CHICAGO 16, ILLINOIS

Cable Address: Himeco, Chicago





No. 48  
Capacity — 1,200 lbs.



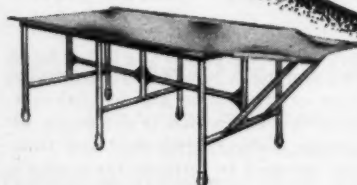
No. 36  
Capacity — 800 lbs.



No. 18  
Capacity — 500 lbs.



CORNEED BEEF TANKS



SAUSAGE STUFFING TABLES



MEAT TRIMMING TABLES



No. 9  
Capacity — 225 lbs.



TUB  
No. 96  
Capacity — 100 lbs.

## *Economy* Dictates STAINLESS STEEL

IMMEDIATE, TANGIBLE SAVINGS in cleaning-time costs and equipment-maintenance costs alone, will return your investment in STANCASE STAINLESS STEEL EQUIPMENT in three or four years. Economy dictates STANCASE Stainless Steel Equipment for your plant and good business judgment endorses it for the many intangible savings which this sanitary equipment assures in flavor control and in the elimination of bacterial and flaking hazards.

FULLY APPROVED BY HEALTH AUTHORITIES

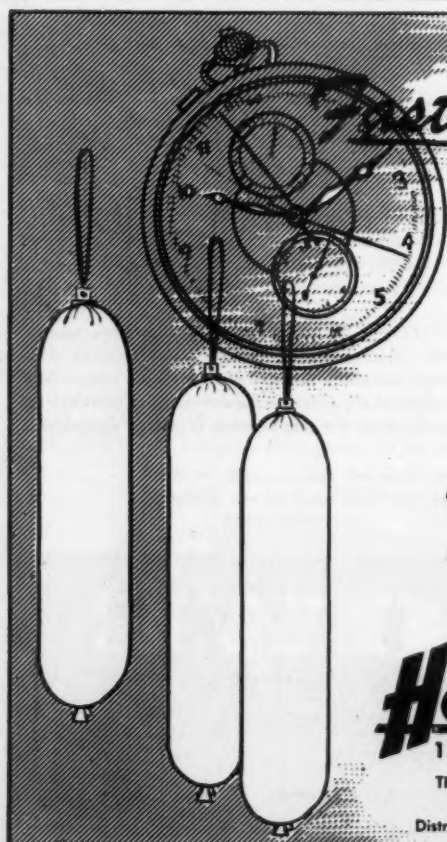
Write for descriptive literature

MANUFACTURED BY

**THE STANDARD CASING CO., Inc.**

121 Spring St., New York 12, N. Y.

**STANCASE**  
STAINLESS STEEL  
EQUIPMENT



## *Faster on the Tie—Fastie!*

Sausage Casing Ties—100% faster  
Greater Stuffing Capacity—7% to 15%  
Straight Hangs Assured.

*Fastie* CLOSURES and LOOPS!

\*Pat. U. S. and Canada

*How?* Send us 25 of your sausage casings. We'll show you. No obligation. Casings will be returned.

**Hercules** FASTENERS, INC.

1140-1146 EAST JERSEY ST. ELIZABETH 4, N. J.

THE GRIFFITH LABORATORIES  
NEWARK, N. J.

Distributors: Mexico, South America, West Indies

C. A. PEMBERTON & CO., LTD.  
TORONTO, CANADA

Distributor: Canada





TASTE APPEAL MEANS

SALES APPEAL

*Create*

NEW STANDOUT FLAVOR  
IN YOUR FINE FOODS...

SEASONINGS BY

**Stange**  
(RHYMES WITH TANGY)

*Since 1904*

"SILENT PARTNERS IN FAMOUS FOODS"

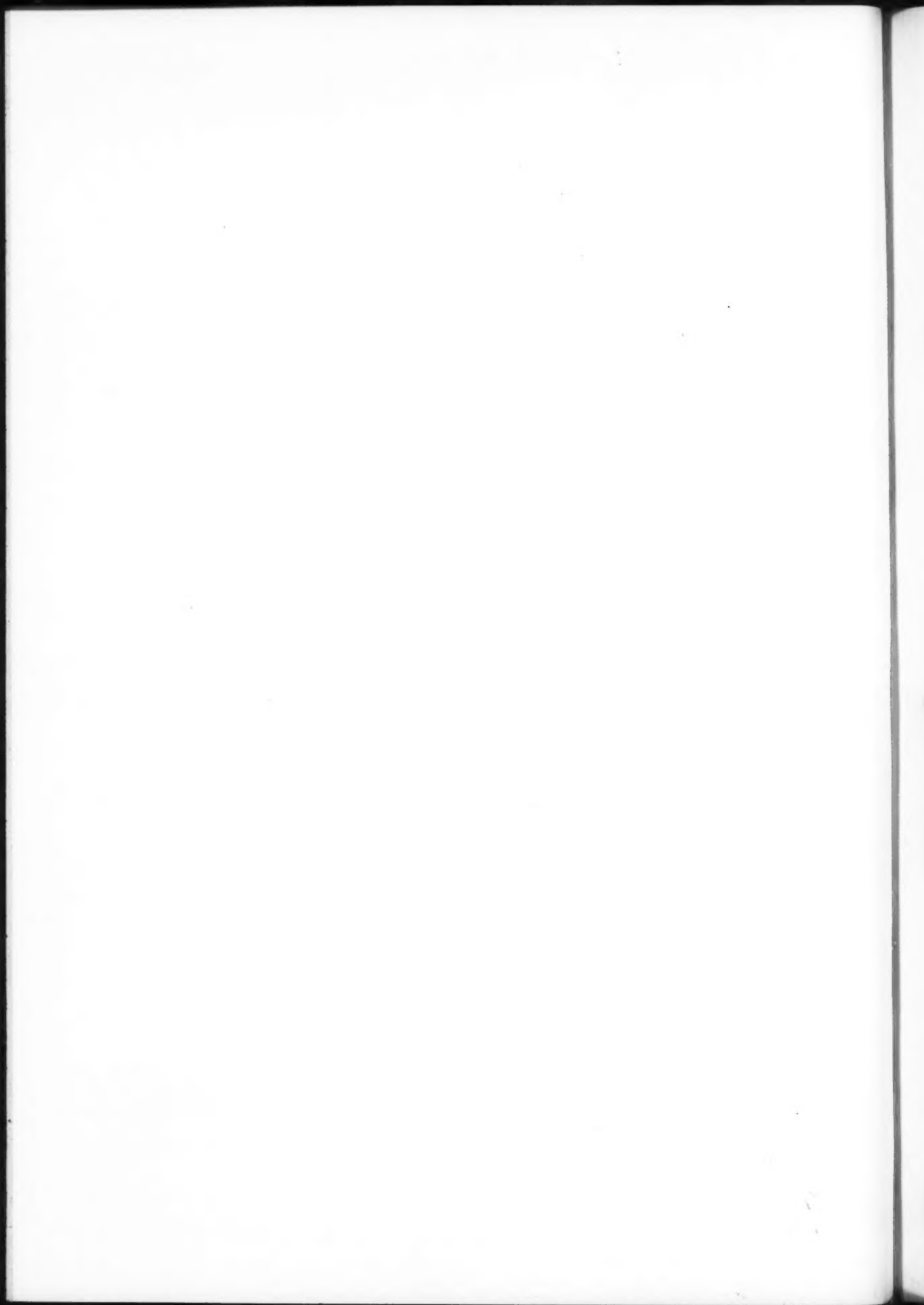
WM. J. STANGE CO., CHICAGO 12, ILL., OAKLAND 6, CALIFORNIA

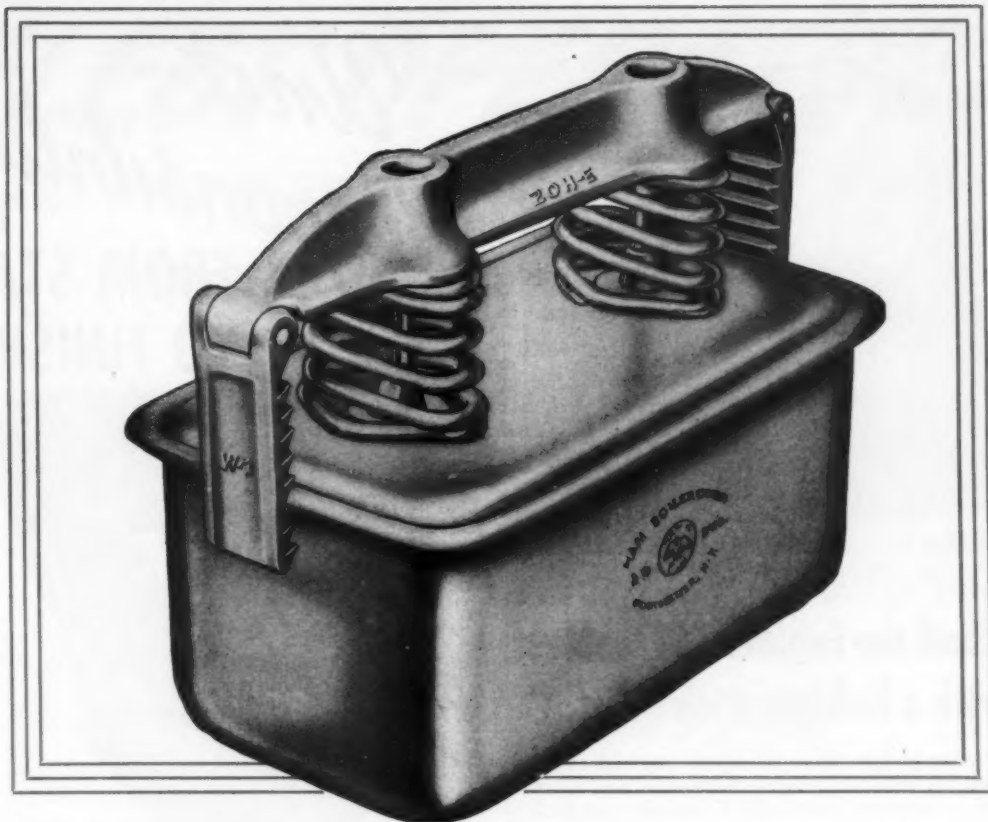
5 lbs.

e  
EL  
T

THE  
STANGE

22, 1950

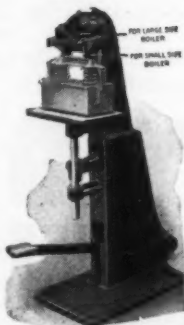




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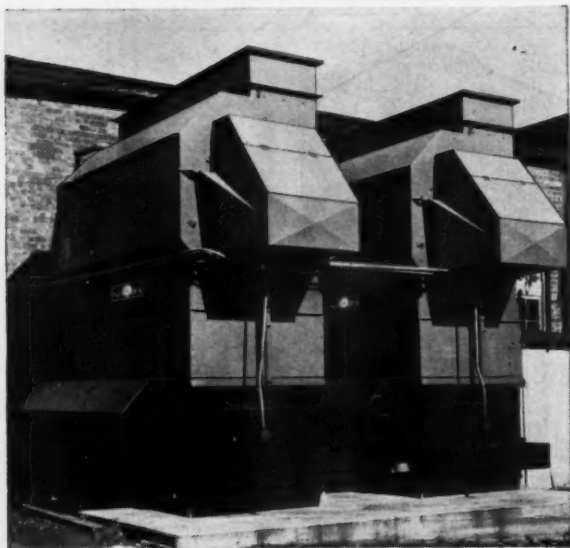
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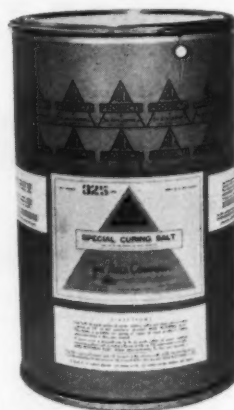
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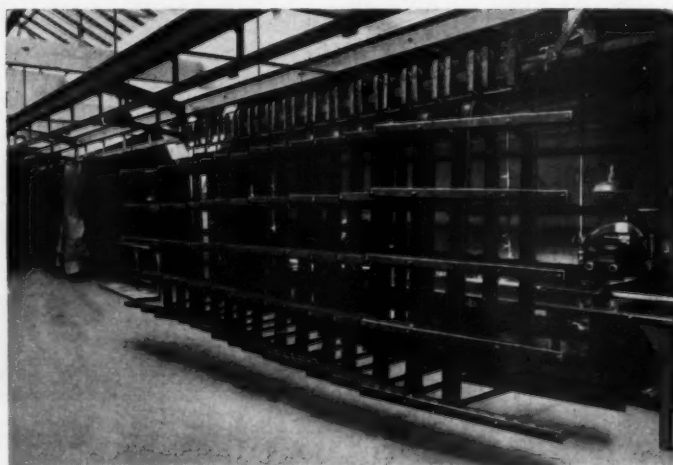


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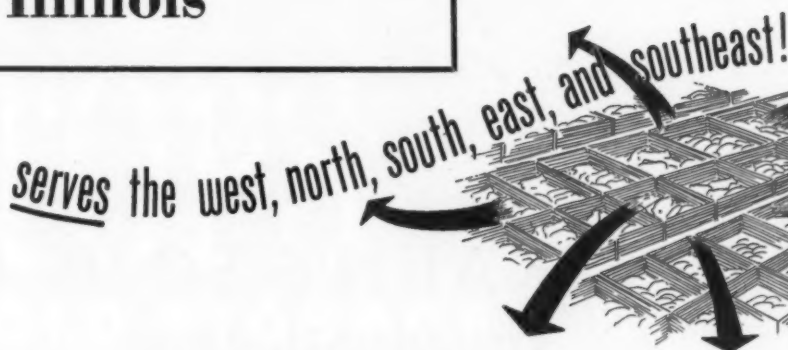
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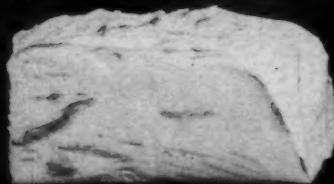
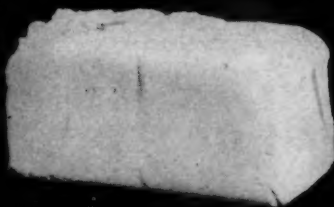
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Photos show superior texture, greater uniformity of product when processed with the Globe-Free Machine. Photo on left in each case shows the Globe-Free result — finer texture, uniform color, "grain" streaks, lumps and free oil entirely eliminated.



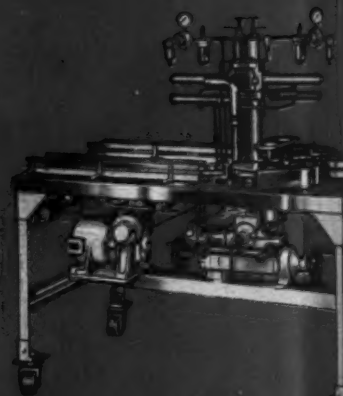
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Do it with a **GLOBE-FEE HOMOGENIZING FILLING MACHINE**



For packaging all sizes and shapes of large containers, from 10 to 65 pounds, use the new Globe-Free-Homogenizing Tub Filler, pictured at left.



The Globe-Free Homogenizing Filling Machine is fully automatic and operates continuously at high speed with a capacity up to 16,000 lbs. per hour. Also available in semi-automatic and foot-operated models. Write for details.

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35 YEARS SERVING THE MEAT PACKING INDUSTRY WITH EXPERTLY DESIGNED EQUIPMENT.

*Proceedings of the*

*Annual* **NIMPA** *Convention*

**A** RECORD registration, a well-rounded program, one of the most complete exhibits of industry equipment and supplies and varied entertainment events made the ninth annual meeting of the National Independent Meat Packers Association just ended in Chicago one of the organization's most successful.

At the business sessions the group elected new officers and directors (page 73); heard reports of the officers (page 54), and adopted resolutions on legislative matters affecting the industry (page 88). Fred Dykhuizen, Dixie Packing Co., Arabi, La., was elected chairman of the board and Fred J. Clark, Tobin Packing Co., Fort Dodge, Ia., was elected first vice president. C. B. Heine-mann was reelected president of the organization.

Packers from all parts of the United States who attended program sessions listened to experts on various packinghouse operations and in fields directly affecting meat packing. Utilizing their experience in the industry, Jack Manion brought packers up to date on NEW PACKAGES, PACKAGING MATERIALS AND MACHINERY (page 81): John E. Thompson outlined methods by which to evaluate the product in order to IMPROVE LARD'S COMPETITIVE POSITION (page 141), and Frank A. Mayer suggested ways of SOLVING SAUSAGE PROBLEMS (101). J. W. Mock advised packers not to overlook their long range welfare in SALES TRAINING AND SALES POLICIES (88); Harry Weiss clarified the WAGE-HOUR LAW (108); Douglas Delanoy suggested that something might be done to RAISE THE HISTORIC LOW MARGIN OF PROFIT in the industry (90); Howard E. Kroll offered advice on REDUCING RISKS IN CREDIT EXTENSION (129), and Conrad A. Orloff recommended a POSITIVE APPROACH TO PENSION AND WELFARE PLANS (135). Several speakers, including two well known representatives of the Department of Agriculture, discussed problems of livestock. O. G. Hankins traced the DEVELOPMENT OF THE MEAT TYPE HOG (120); H. E. Reed explained the PROPOSED NEW STANDARDS FOR GRADING HOGS (122); A. Z. Baker evaluated the PUBLIC STOCKYARDS AS AN INTEGRAL PART OF THE LIVESTOCK INDUSTRY (126), and Dorsey Kirk asked more COOPERATION BETWEEN THE PACKING AND LIVESTOCK INDUSTRIES (137).

At the association's first annual dinner Leon H. Keyserling forcefully asserted that our only hope if we are to remain a great nation is to STABILIZE AND EXPAND OUR ECON-

OMY (70). A full hour's entertainment preceded the speech.

Entertainment was provided for packers by numerous supply firms maintaining hospitality headquarters and by two open house cocktail parties sponsored by the Meat Industry Supply and Equipment Association (73). Ladies attending the meeting visited Chicago's Art Institute one day (70) and the Harding Museum another, in addition to sightseeing and radio broadcasts.





# Officers Pledge Fight to Uphold Small Business

**T**HE opening session of the ninth annual meeting of the National Independent Meat Packers Association convened in the Grand Ball Room of the Palmer House, Chicago, at 2:15 o'clock, April 11, Wells E. Hunt, chairman of the board, presiding.

**CHAIRMAN WELLS HUNT:** I would like to call the meeting to order. Don't be concerned about the chairman's making a speech, but I do want to relate to you a rather thrilling experience that I had on Easter Sunday.

Just over the hills a few miles from where I live in suburban Philadelphia lies Valley Forge. On Sunday morning we attended Easter services in the little chapel that has been erected down at the scene of Washington's encampment at Valley Forge.

And as I stood on that hallowed ground the thought occurred to me that the footprints and the beatings, the marching of the men of the founders of this nation were not quite as audible as I would expect them to be. They were not quite as audible because right in the immediate vicinity, and as a sign of the times, you could hear the overwhelming drumming of the feet of the march of socialism in this country. You could look across the valley, and you could see evidence of Big Government going to seed.

For example, you can stand right in the shadow of the Chapel of Valley Forge and see the Valley Forge General Hospital, operated by the United States Army, now ordered to be closed, in spite of its record of efficiency and service of outstanding merit to the wounded of our armed forces. Yet, no greater distant than 15 miles from that very hospital they are at work building two other hospitals of other government agencies, spending some \$20,000,000 of your money.

I was thinking that about the last bulwark of defense to uphold the principles that the men at Valley Forge fought and died for is the small, independent businessman of this country. We need today more than ever before the spirit of the men of Valley Forge and the founding fathers of this nation to be regenerated in the life and activities and the thoughts of businessmen of America. This organization has an opportunity to play a very important role

in this time of decision in this country. We can accept and listen to the onward march of socialism or we can take a part in the spirit of those things accepted by our founding fathers which can be recalled in a visit to such a national shrine as Valley Forge.

The NIMPA organization has an op-



**WELLS HUNT**, retiring chairman of the board, and **C. B. HEINEMANN**, president of NIMPA.



portunity to be of distinct service—a service that will bring about a result indicating the interest and enthusiasm of you, its members. I would like to rally the members of this organization around the thought that we must assume our rightful position as small businessmen, as marchers in the line of freedom and independence, or be found wanting in our task. I know this organization is not going to fall down in that respect.

First this afternoon I will call upon our president, Mr. C. B. Heinemann.

**C. B. HEINEMANN:** We have a long program ahead of us, and I am going to spare you as much as I can. What Chairman Hunt has said about the small businessmen has been, if anything, an understatement. We have the spectacle of the small business committee authorized in the Senate.

I have an announcement of a purchase of lard which was in the hands of the "big boys" 24 hours before it was mailed to my office. I had it, but it was through no effort of the people who were supposed to be looking after the small business people. When Wells said that we are going to have to stay organized and fight for our very existence, he is exactly right.

I hope you all carry back with you the thought that either in this or some kindred organization you had better be prepared to fight everything that we have been fighting through all of these years in order to perpetuate the small business people and enable them to continue.

**CHAIRMAN WELLS HUNT:** We will now have the report of the treasurer, John Thompson.

**JOHN E. THOMPSON:** In summarizing the report of the treasurer, I will explain that the accounting has been handled by an outside firm. The same firm prepares our national and Washington, D. C. district tax forms and conducts a complete annual audit of the books and records of the general office in Washington.

Last year the board reduced the maximum annual dues from \$1,000 to the former maximum of \$500, retroactive to May 1, 1949, so that the Washington office had to refund amounts to firms that previously paid on the higher basis. It had the overall effect of reducing the Association's income.

Our expenses were about the same as a year ago for rent, audits, office supplies, telephone and telegraph, taxes, counsellor fees, bulletins, bulletin postage and insurance. Several items were higher during the fiscal year. First, the greater number of divisional meetings held outside of the respective divisions has brought about an increase in the cost because NIMPA shares the cost of the luncheons at those occasions or, rather, I should say that NIMPA pays the cost of the luncheons.

Also, the 1949 convention expenses are reflected in this year's figures because it was held after the beginning of this fiscal year. There was a slight payroll increase due to our employment for a period of time of a very capable operating man, Mr. Twedell.

The detailed report as prepared by the auditors is available to all regular members.

**CHAIRMAN WELLS HUNT:** We now come to the portion of the program that is a major feature at each convention. It gives me a great deal of pleasure to present our general counsel, Wilbur La Roe, who will now present his annual report.



## REPORT BY GENERAL COUNSEL LaROE

**WILBUR LaROE, Jr.:** There is nothing I do in the whole year that gives me more pleasure than to make my annual report.

Washington is a very interesting place in which to live these days. There is never a dull moment. The air of official Washington is filled with rumors to the effect that the government has learned through intelligence sources that Russia is known to be making moves which look more like Hot War than Cold War. I have no knowledge as to the basis of these rumors, but I do know that one can feel a tenseness in high places, and I also know that we had better take very seriously General Marshall's admonition that this Cold War is of such vital importance to our nation that we must look upon the winning of the Cold War as being just as important as the winning of a major international armed conflict.

The unsettled condition of the world is having a profound effect on American business, especially on international trade, and it is not without its effect on the meat packing industry. The main trouble, of course, is the economic weakness of the foreign nations which would normally constitute our best markets for exports. These nations lack the funds with which to buy from us on a basis that would sustain our normal export volume. The sad truth is that about 80 per cent of all our exports are paid for with our own dollars. This has always seemed to me, and it still seems to me, like a grotesque and illogical sort of trading. I make an offer right now to buy from any meat packer in this room one million dollars worth of meat products if he will give me the million dollars with which to buy them. I do not see how I could possibly lose on such a proposition, but it is not difficult to see how the seller might lose.

Speaking very seriously, this is the

queer basis now underlying the great bulk of our exports, for we are giving to the European nations the money with which to buy from us. We are not treating it as an absolute charity gift, because the theory underlying our grants to Europe is that we are buttressing Europe against Communism. Even a gift may prove to be a good investment if it accomplishes such a worthy purpose.

An unfortunate by-product of our strange international policy is that our leaders are laying more emphasis on the encouragement of imports than they are on the encouragement of exports. God made us a very wealthy and productive nation, and according to all the laws of economics we ought to be exporting heavily and we ought to have a tremendously favorable export balance. The balance is still very favorable, but our leaders are advancing the argument that we ought to encourage imports even if this hurts our own manufacturers and producers. Today, the world is so upset that the laws of economics do not have an opportunity to function and the laws of common sense are often cast overboard.

One unfortunate aspect of the international picture is the importation of hams from behind the Iron Curtain, a subject with which I shall deal later in my report.

One of the most prominent features of the Washington scene in these days is Senator McCarthy's attack on the State Department. He is endeavoring to create the impression, thus far without much success, that there is a high degree of disloyalty in the State De-

partment. In order to get this whole question out of politics the President has asked the Federal Loyalty Review Board, of which I happen to be vice chairman, to review every case mentioned by Senator McCarthy; and this will, of course, be done, although it involves a lot of work. I should say that I am much pleased with the quality of my colleagues on the board. It is one of the finest boards with which I have ever been associated.

Secretary Acheson made a grave mistake, in my opinion, in handling the Alger Hiss matter as he did. He had a right, as a Christian gentleman, to stand by a friend in trouble (as all of us do), no matter how serious the trouble was, but as a representative of our government he should have publicly deplored the fact that his friend Hiss should conduct himself as he did. Secretary Acheson, no doubt unintentionally, gave the public the impression that he was not too much worried by the behavior of Alger Hiss. This has naturally caused a bad taste in the mouth of good Americans, including me, and the bad taste has not been lessened by the astounding discovery that there have been of late 91 cases of homosexuality in the state department.

I can say with a great deal of confidence that the amount of disloyalty in the government service as a whole is very, very small. I do not mean to give the impression that a small amount of disloyalty is not serious. Even one disloyal person—and this is sometimes overlooked—even one disloyal person in a sensitive agency like the State Department can do a great deal of damage. It does not take more than one person to give Russia the secrets of the hydrogen bomb. It is gratifying, however, to know that the amount of disloyalty in the government is small.

There is apparently good reason to believe that the volume of American business will remain large for a substantial period ahead. The purchasing power of the people remains high. The amount of money that is being spent for automobiles, for television and for new houses is almost unbelievable. As labor increases its gains, it will be harder and harder for industry to make profits. This, of course, applies especially to the meat packing industry, not only because of the huge feed crops and the large number of animals that will be available for slaughter, but because the people are increasing rapidly their



W. L. LaROE

### SOME EARLY COMERS

LEFT: H. K. Gilman, mechanical supervisor at Fort Dodge; F. M. Tobin, president of Rochester; Frank A. Crabb, general superintendent at Fort Dodge, and Walter P. Kelley, assistant sales manager at Rochester, all of the Tobin Packing Co. RIGHT: Walter Webb of Webb & Co., Helena, Ark.; C. B. Heinemann, jr., attorney of Washington, D.C.; Chris Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark., and C. B. Heinemann, sr., president, National Independent Meat Packers Association.





per capita consumption of meat; and in addition to this per capita gain, there is also a gain in population. There are millions more mouths to be fed, and there will be more millions to be fed in the years ahead. This will require more production of animals and a greater volume of slaughter. It is difficult, under these conditions, to have a very pessimistic attitude toward the volume of business ahead for the meat packing industry. Some pessimism is justified, however, because of artificial restrictions which the government is imposing and because of other restrictions which are threatened.

One of the most serious threats to the meat packing industry emanates from a Republican source. Now, you know I'm not talking politics, but I've got to call a spade a spade. As a sort of answer to the Brannan Plan, which in my opinion would be less dangerous than the proposal I am about to discuss, a spokesman for the Republican National Committee suggested a processing tax of \$1 to \$2 per 100 lbs. to be imposed on slaughterers. Prices would be freely competitive in the markets,

### A LITTLE PAIRING OFF

1. Fred Goedert, manager, and A. H. Goedert, sr., president, both of Jones-Chambliss Co., Jacksonville, Fla.
2. Mrs. & Mr. B. D. Stearns of B. D. Stearns, Inc., Portland, Me.
3. E. J. Larson, General American Transportation Corp., Chicago, and H. P. Dugdale, president, Dugdale Packing Co., St. Joseph, Mo.
4. Ira V. Lay, treasurer, Lay Packing Co., Knoxville, Tenn., and Mrs. Lay.
5. Wilbur LaRoe, general counsel of NIMPA, and Wells E. Hunt, president, John J. Felin & Co., Inc., Philadelphia.
6. George H. Hohmann, vice president, Sieloff Packing Co., St. Louis, Mo., and L. E. Liebmann, president, Liebmann Packing Co., Green Bay, Wis.
7. C. C. Zehner, president, The Zehner Packing Co., Bellevue, O. and Mrs. C. C. Zehner.
8. R. W. Fisher, superintendent, and E. C. Dunnett, vice president, both of Miller & Hart, Inc. Chicago.
9. J. G. Deutsch, vice president, John Krauss, Inc., Jamaica, N.Y. and Edwin E. Schwitzke, secretary, Trunz, Inc., Brooklyn, N. Y.
10. Ernest Schuff, sausage foreman, and Robert C. Tensfeldt, superintendent, both of Stoppenbach Sausage Co., Jefferson, Wis.
11. J. P. Diercks, comptroller, and C. O. Hinsdale, general manager, both of Balentine Packing Co., Inc., Greenville, S. C.
12. Leon Weil, president, Evansville Packing Co., Birmingham, Ala.
13. Eudel Huett and Edward Ruff, both of the sales department, Morrilton Packing Co., Morrilton, Ark.
14. H. Rumsey, jr., general manager and vice president, Tobin Packing Co., Inc., Rochester, N. Y. and Elliot Balestier, jr., The Visking Corp., Chicago.

## AROUND THE LOBBY

1. Walter E. Flook, secretary, The Hofmann Packing Co., Inc., Syracuse, N. Y., and Mrs. Flook.
2. Leonard Slotkowski, manager, Slotkowski Sausage Co., Chicago, and Joseph Slotkowski, president of the firm.
3. James A. Beavers, partner, Beavers Packing Co., Newnan, Ga., and Marion M. Beavers, partner.
4. Norbert Hofmann, executive vice president, The Hofmann Packing Co., Inc., Syracuse, and Edwin E. Schwitzke, secretary, Trunz, Inc., Brooklyn, N.Y.
5. Bill Gebhardt, president, Advanced Engineering Corp., Milwaukee, with Harvey W. Wernecke, vice president and sales manager, *The National Provisioner*.
6. Henry C. Bass, jr., Western, Inc., Miami, Okla., and Robert T. Lohmann, sales manager, Farley Quality Sausage Co., LaCrosse, Wis.
7. O. G. Hankins, Bureau of Animal Industry, USDA, with Harry L. Sparks, H. L. Sparks & Co., St. Louis National Stock Yards, Ill.
8. E. H. Redeker, president, The Kerber Packing Co., Elgin, Ill., and H. C. Daniels, partner, Apgar Daniels & Co., Chicago.
9. V. C. Smith, Western Buyers, Algona, Ia., and N. S. Bangs of the same firm at St. Paul, Minn.
10. R. C. Kamm, traffic manager, St. Louis National Stock Yards Co., E. St. Louis, Ill., and G. William Birrell, president, Kunzler & Company, Inc., Lancaster, Pa.
11. Mrs. William G. Farley and Mrs. Robert Lohmann, both of Farley Quality Sausage Co., LaCrosse, Wis.
12. Richard L. Wall, president, Wall Packing Co., Sturgis, Mich., with Mrs. Wall.
13. R. H. Marks, vice president, Enterprise Incorporated, Dallas Tex., and J. C. Pace, owner, Pace Packing Co., Sweetwater, Tex.
14. Fred J. Clark, vice president, Tobin Packing Co., Inc., Fort Dodge, Ia., and J. E. O'Neill, president, Mission Provision Co., Inc., San Antonio, Tex.

which means that they would be low, and the producers of live animals would be protected by payments drawn from the processing tax fund.

This proposal could wipe out the whole profit of the meat packing industry which does not average more than the suggested processing tax.

I addressed a letter to Chairman Guy Gabrielson, of the Republican National Committee, asking how far the proposal had gotten with the committee, and I have received a letter from him in which he assures me that the suggestion regarding a processing tax was "simply Mr. Beck's and not that of his subcommittee." You will note, however, that Mr. Gabrielson is careful not to say that the matter will be dropped, and naturally I am concerned over the fact that Mr. Axel J. Beck, who is the author of this infamous proposal, is chairman of the Republican National Committee's subcommittee on agriculture. In other words, the one man on the Republican





National Committee who is more responsible for agricultural policy than any other member is the author of this alarming proposal. While Chairman Gabrielson states that the proposal was simply Mr. Beck's, he nevertheless does not repudiate it, and we shall have cause to worry until it is repudiated.

It would be well for our members to let Mr. Gabrielson know how they feel about this processing tax. His name is Guy George Gabrielson, and his address is 1337 Connecticut ave., Washington 6, D. C. If Mr. Gabrielson does not want to convert many hundreds of Republicans into Democrats or Socialists or Communists, he had better be quick to repudiate the idea of a processing tax. I hope we'll take a strong stand against it.

### The Brannan Plan

The Brannan Plan is objectionable from our viewpoint because of the regimentation of the farming industry which it involves and because of its danger to our members. I just do not believe that the farms of the United States can be run from Washington. But there are other features of the Brannan Plan which would make it far less damaging to us than the processing tax.

In the first place, the Brannan Plan would probably increase substantially the volume of meat products sold, but this would be accomplished by low competitive prices in the markets and the farmers would, of course, be protected by checks drawn on the federal treasury. But there would be no protection to the meat packers, either as to their prices or as to their inventories. We have already called the attention of every Senator and every member of Congress to the damage that could be done to our inventories (as Mr. Heinemann has frequently pointed out) and I am glad to say that we have a very large number of promises that this damage will not be done.

I was interested, in getting the replies from Senators and Congressmen, to note in nearly every letter the statement that the Brannan Plan has no chance on Capitol Hill this year.

We must not underestimate the political appeal of the Brannan Plan so far as consumers are concerned. The advocates of the Plan can advance the strong argument that it is far better to let agricultural products be consumed by the public at low prices than to let them be stored up in warehouses and caves at high prices. The Brannan Plan is apt to be one of the larger issues in the next political campaign, and it will unquestionably have vote-catching power.

So, the result is that we find ourselves faced with two very unpleasant alternatives—the Brannan Plan and the Beck Plan. I regard the Beck Plan as far the more serious and damaging to us of the two. And I will say, in all frankness, that I never expected that kind of a damage to our industry proposed from a Republican source.

There is no indication of an increase in taxes this year, but the whole nation

## STRAIGHT TALKS AND NO DOUBLE TALK

1. Frank Heinemann, NIMPA, and Ray McCarthy, Alpha Beta Food Markets, Los Angeles, with Mrs. McCarthy.
2. Cletus Elsen, cost accountant, and Robert W. Sander, sales manager, both of The E. Kahn's Sons Co., Cincinnati.
3. Frank Thompson, general manager, Southern Foods Inc., Columbus, Ga., with Mrs. Thompson and Isaac Meddin, president, Butler Provision Co., Savannah, Ga.
4. George L. Cross, assistant superintendent, and Theodore G. Leiss, manager, both of the Albany Packing division, Tobin Packing Co., Albany, N. Y.
5. John J. McKenzie, treasurer, John McKenzie Packing Co., Inc., Burlington Vt.; Mrs. John J. McKenzie, and Mrs. Jason B. Sabean, John E. Smith's Sons Co., Buffalo, N. Y.
6. Albert Yonke, partner, Wilber Wiener Co., Wilber, Neb., with Mrs. Yonke.
7. T. K. Dixon, jr., vice president, Dixon Packing Co., Inc., Houston, Tex., and D. J. Holman, Holman-Austin, Inc., Houston, Tex.
8. Harry J. Reitz, manager, Reitz Meat Products Co., Kansas City, Mo., and Norman Brammhall, director, Louisville Provision Co., Louisville, Ky.
9. Howard M. Wilson, treasurer, and E. A. Woodward, president, Woodbach, Inc., Minneapolis, with Marley Evans, president, Evans Industries, Muncie, Ind.
10. P. A. Tarnow, general manager, Herman Sausage Factory, Inc., and J. B. Hawkins, sales manager, Lykes Bros., Inc., both of Tampa, Fla.
11. Mr. & Mrs. Ignacio Lopez, Abastecedora del Norte, Juarez, Mexico, and Andrew J. Schnell, The Preservaline Manufacturing Co., New York City.

12. Samuel Romm, owner, Romm & Greisler, Philadelphia; Nathan Herman, partner, Herman Bros., Philadelphia, and Harry Shipon, Eastern Boneless Beef Co.
13. M. O. Cullen, director of meat merchandising, National Live Stock and Meat Board, Chicago, and H. Smith Wallace, advertising sales, *The National Provisioner*.
14. Arthur L. Sigman, president; Max K. Sigman and A. J. Miltenberger, superintendent, all of Sigman Meat Co., Inc., Denver.
15. G. Sanford Thomas, vice president, W. Milton Springer, Inc., Bridgeton, N. J., and Harold M. McWhorter, general manager and treasurer, Beste Provision Co., Inc., Wilmington, Del.
16. John Szekais, H. J. Mayer & Sons Co., Chicago; Lloyd H. Grytdahl, purchasing agent, and Richard Hammer, both of Elliott Packing Co., Duluth, Minn.
17. W. S. Johnson, owner, W. S. Johnson Co., Owensboro, Ky., with Mrs. Johnson.
18. William Greenhouse, vice president, Renee Packing Co., Inc., Syracuse, N. Y.; Mrs. William Greenhouse and their daughter, Renee.
19. A. F. Enslin, owner, Hattiesburg Packing Co., Hattiesburg, Miss., and I. L. Wooten, general manager, Owen Bros. Packing Co., Meridian, Miss.
20. A. P. Carpenter, general manager, and Herbert P. Nickerson, curing foreman, both of C. A. Durr Packing Co., Utica, N. Y.
21. F. M. Roddey, jr., vice president, Roddey Packing Co., Columbia, S.C.; H. W. Twedell, representative of the National Independent Meat Packers Association, Houston, and I. L. Wooten, manager, Owen Bros. Packing Co., Meridian, Miss.

is properly worried about the deficit. It is just as true of a nation as it is of an individual that it will be hurt if it continues to live beyond its means. Our leaders in Washington are beginning to feel a tremendous wave of public sentiment in favor of reducing federal expenses. It is a mathematical certainty that expenses must be reduced or taxes increased; there is no escape from this conclusion.

Our leaders are well aware that the people do not want to pay more taxes, and it is, therefore, evident that a strenuous effort must be made in the direction of reducing federal expenditures in spite of the huge sums that are required to sustain our program of preventing the spread of Communism. Personally, I would rather see us economize more at the domestic level than at the international level because we may well regret it later if we lessen our attempt to stop Communism. There is practically no limit, I believe, to what our people would be willing to pay, if necessary, to make sure that Communism does not dominate the world.

I happen to know Walter Judd very well, and I shivered the other day when that man, who is one of our leading experts on China, made a speech in which

he used this sentence: "In my opinion, as China goes so goes civilization." That made me shiver. While it is almost a certainty that there will be no increase in taxes this year, serious consideration is being given by Congressional leaders to speeding up the tax payments so that a year's taxes will be paid in two installments instead of four installments. This could be very burdensome to small packers, and we have already taken it up with the leaders in Congress. To speed up tax payments can have the same practical effect as increasing taxes.

### Imports from Iron Curtain

We have devoted a great deal of time this year to a fight against imports of meat products from behind the Iron Curtain. In the year 1949, there were imported into the United States nearly \$1,000,000 worth of Polish hams. These imports, of course, replaced the same amount of domestic hams, and they came at a time when our nation was literally flooded with pork products, and when our own meat packers were finding it difficult to place all of the hams produced. There may be some excuse for importing goods from Marshall Plan countries, where our aim is to create dollar purchasing power in those coun-



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tries, but I do not know of any theory upon which we can justify imports from Iron Curtain countries when the products come into direct competition with domestic goods which are already in surplus production.

The latest figures available show that the imports of pork have been increasing steadily this year. As a matter of fact, the imports early this year were at the rate of approximately 1,000,000 lbs. per month, as compared with only 145,000 lbs. per month six months earlier, and as compared with only 55,000 lbs. a year ago. In other words, in one year the imports have increased about 20 times.

I am happy to report that Senator Gillette—and Senator Gillette has been very helpful to us—and his subcommittee has been highly sympathetic. Senator Gillette introduced, at our request, a bill to prevent the importation of pork products from Iron Curtain countries, and we expect to press for the enactment of this legislation in the present session of Congress. I cannot imagine a good American Senator, or a good American Congressman, voting against this legislation. The legislative task of handling this matter is not made less difficult by the fact that our exports to the Iron Curtain countries, including lard, are very large indeed.

### Packaged Meat Shrinkage

Meat packers who are subject to federal inspection have been greatly embarrassed by a federal requirement that the weight of packages be marked thereon. There are a great many meat products which shrink in weight between the time of packaging at the plant and the time of sale at the retail store. This shrinkage gives the impression of dishonest weights because the package will weigh less on the retail counter than it weighed when marketed. We have had this matter up with members of Congress, and we have tentatively drafted legislation which would make the federal regulations inapplicable where the Secretary of Agriculture certifies that the meat product is subject to shrinkage. What we are doing along this line is in accordance with principles endorsed by the National Conference on Weights and Measures, representing the enforcement officials of the several states.

We have had some little difficulty with this thing, and all the difficulties haven't been wiped out, but I want you to know that we're studying it hard and we intend to follow it through if we can.

### The Frear Bill

The Securities and Exchange Commission is trying to enlarge the scope of its powers. I must say, in my 30 years of experience in Washington, that it is a disease common to all government agencies. Now the S.E.C., which already has elaborate regulations governing big corporations, is now trying to get its hands on smaller corporations—those with assets of no more than \$3,000,000. It is proposing now to require the same type of reports and accounting to it

## "HOW'S BUSINESS IN YOUR PART OF THE COUNTRY?"

1. Emery Spink, manager, Rountree Packing Co., Hanover, Mich.; Joseph Flack, owner, Farm Meat Packing Co., Jackson, Mich., and Lee Rountree, president, Rountree Packing Co., Hanover Mich.
2. George L. Heil, jr., president, Heil Packing Co., St. Louis, Mo., and Joe Murphy of J. T. Murphy Co., Chicago.
3. Fred Hamman, superintendent, and James L. Grant, chief engineer, both of Agar Packing & Provision Corp., Chicago.
4. Eugene Rothmund, president, and J. A. McVey, vice president, both of Eugene Rothmund Inc., Somerville, Mass.
5. George F. Reichert, Mongolia Importing Co., New York City; W. F. Thiele, president, W. F. Thiele Co., Milwaukee, O.; J. K. Stark, works manager, Cudahy Bros., Co., Cudahy, Wis.
6. Robert K. Boeckman, treasurer, J.J. Boeckman & Son Packing Co., Dayton, O.; L. N. Clausen and G. E. Hollingsworth, both of John J. Felin & Co., Philadelphia.
7. Eugene C. Still, sausage foreman; David Thompson, partner, and J.K. Smith, partner, all of Lamoni Packing Co., Lamoni, Ia.
8. Frank Wardynski, president, Frank Wardynski & Son, Buffalo, and Mike Krauss, Independent Casing Co.
9. Arnold McGrew, owner, La Grange Packing Co., La Grange, Ga.; Alvin Schaffner, The Preservine Manufacturing Co., and L.L. Redfern, president, Redfern Sausage Co., Atlanta, Ga.
10. Adolph Ackermann, jr., superintendent, and Carl Warkocz, president, both of Milner Provision Co., Frankfurt, Ind., and

Mary Delfrate, assistant manager, Delfrate Packing Co., Sloan, Pa.

11. John E. Thompson, president, Reliable Packing Co., Chicago, with his mother, Mrs. Earl L. Thompson.
12. Chester A. Olsen, sales manager, Materials Transportation Co., Chicago, and R. W. Unwin, assistant to the president, Reliable Packing Co., Chicago.
13. Mrs. Bob Fields with Mrs. Sambol and M. J. Sambol, president of the Sambol Packing Co., Kansas City, Kan.
14. Oscar Emge, president, Emge Packing Co., Ft. Branch, Ind.; John Hawkinson, industry veteran, and R. H. Elpers, Emge Packing Co.
15. J. A. Kratage, owner, Ace Packing House, Detroit, and G. W. Gottschall, manager, Peschke Packing Co., Ionia, Mich.
16. C. H. McNie, National Live Stock Loss Prevention Board, and George R. Dressler, Food Dealers Insurance Service, Inc.
17. C.A. Nockleby, vice president, Geo. A. Hormel & Co., Austin, Minn. R. W. Rath, production engineer, and W. H. Coffin, general superintendent, both of The Rath Packing Co., Waterloo, Ia.
18. Frank M. Legenza, purchasing agent, Agar Packing & Provision Corp., Chicago and Gregory Pietraszek, technical editor, *The National Provisioner*.
19. Karl B. Drowatzky, office manager, Turvey Packing Co., Blackwell, Okla.; Glenn Vaughn, manager, Oklahoma City Packing Co., Inc., Oklahoma City, and Sam H. Turvey, jr., partner, Turvey Packing Co., Blackwell, Okla.

from these small concerns that it requires of the big concerns, and, of course, we're fighting that. It would just add to the red tape and the difficulty of engaging in the meat packing business.

Even though the number of our members affected by the Frear Bill is small, I recommend a strong resolution against it. It is pending before the Senate judiciary committee (S 2408).

I am glad to report that during the past year we have worked very closely on a number of matters with Western States Meat Packers Association and that on a few matters we have also had the cooperation of American Meat Institute. On such a question as preventing the shift of the cost of inspection from the government to the shoulders of the meat packers, it is necessary for us to present a common front, and we did so very effectively on that issue, with full cooperation from the other two associations. Because of the economic differences between the big packers and the smaller packers, it is not always possible to work in perfect harmony—especially when they get information as to government orders before our members get it. In fact, the interests sometimes conflict. But it has been our policy, and will continue to be, to work in cooperation with the other associations when it is desirable to do so to advance our common interests.

Not long ago we received from Sec-

retary Sawyer a request that we indicate definitely the changes which we thought should be made in the anti-trust laws to give better protection to small business. In answering Secretary Sawyer's letter I said that the present anti-trust laws are sufficient to protect us against monopoly. The bigness that we all have to fear these days is bigness in government which is constantly an increasing threat to private industry.

Within the past few weeks the President has recommended that the United States Maritime Commission—which has always been an independent agency—be transferred to the Secretary of Commerce, and federal studies are on the way working toward larger and larger control of the transportation.

The tendency in Washington to get these independent agencies subject to administration control is terrific, and I don't believe that I exaggerate when I say that there is thinking in administration circles about putting all transportation, including the railroads, and including the Interstate Commerce Commission, under the thumb of a cabinet officer. I regard that as an awfully serious thing. Nor does the threat stop with transportation because there is open talk of bringing the coal mining industry under federal control. In our bulletin dated March 27, 1950, we said on the subject:

"Some well-informed people in Wash-

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ington are predicting that the government, generally disgusted with John L. Lewis and the coal situation, may control the production of coal and even fix the retail prices. If so, this may be the first major move in the direction of socialism."

That was written before Senator Kilgore yesterday introduced his bill to put the coal industry, in large measure, under federal control. Within the past few days there has been increasing evidence of a surplus production of coal in certain areas, and this so soon after the strike. This gives ammunition to those who want the government to control the coal industry. And I believe that I can see signs that the government would like to get the insurance industry under its control. I shall miss my guess if the government does not soon investigate the insurance companies.

You will have to pardon me for jumping rapidly from one subject to another. I'm trying to make it short and snappy, but there are so many subjects. The next subject is Army meat. We have been doing our best to prevent the Army from buying its supplies of meat outside the United States. Why should the United States Army buy Argentine meat? I am pleased to report that under the McCarran Amendment to the Omnibus Appropriation Bill the Army is required to purchase its meat supplies in the United States. I believe that this amendment has a good chance of passage, but we ought to go on record here in favor of it.

### Exports of Lard

We have worked very hard to get export controls lifted and to get more of our fats placed in Europe. We have been somewhat successful. As you know, we did get the export controls lifted after our fight. The Economic Cooperation Administration reports that \$343,000,000 has been spent in relieving the acute shortage of fats and oils in western Europe. This has included the purchase of 200,000 tons of lard, which is quite a large figure. The result is that the consumption of fats in western Europe, where the shortage has been terribly acute, is now up to about 85 per cent of normal. It is interesting to observe, in dealing with the health of the people of western Europe, that the Economic Cooperation Administration gives more credit to fats and oils than to any other item of food in restoring



### NEW BOARD CHAIRMAN

Fred Dykhuizen, president of Dixie Packing Co., Arabi, La., is the new chairman of the board of the National Independent Meat Packers Association.

the former good health of those people.

Now for some reference to some legislation of particular interest to our members. We have several other bills pending on Capitol Hill. One bill introduced by Senator Hoey calls for a review of subsidies for the purpose of seeing to it that inequities in the granting of subsidies are corrected. This is S2713.

Another bill is the so-called Granger Bill, which would equalize exports and imports of fats and oils. It just doesn't seem fair to us that the amount of fats and oils coming into the United States should exceed the amount of fats and oils going out. This bill is not making progress in part because of the opposition of the State Department, in part

### FROM NEIGHBORING STATES

In left photo are Robert L. Evans, vice president, Evans Packing Co., Gallipolis, O.; Mrs. Evans; C. H. McKenzie, treasurer, Evans Packing Co., and Mrs. McKenzie. Husky quartet at right includes G. W. Gible, secretary-treasurer, Palmyra Bologna Co., Palmyra, Pa.; J. Clarence Peters, owner, John Peters, Williamsport, Pa.; Jack Witmer, sales manager, and Stephen B. Caporal, beef purchasing manager, Palmyra Bologna Co.

because of an improvement in the export situation and in part because of the very favorable report which we obtained from the Gillette subcommittee of the Senate committee on agriculture on the subjects of fats and oils.

Nothing is more important in the field of legislative activity than the matter of timing. The hearing must come at the right time or the bill may fail. In deciding what is the propitious time for a hearing, we have to study the matter against the whole Washington background, and we have to take into account the views of the Senator or Representative who is sponsoring our legislation, and also the views of the chairman of the committee. For example, if Mr. Granger tells us that this is the wrong time to press for a hearing in the Senate on his bill to balance exports and imports, we are very apt to be guided by his advice; and I would take the advice, also, from the chairman of the committee. But the time is near at hand when we must have a Senate hearing on this matter.

Now, as to a very important report by Gillette's subcommittee. On March 29th, the Gillette subcommittee, which has been investigating fats and oils, promulgated a very important report summarizing the evidence and setting forth the committee's recommendations. This report is to some extent a major victory for NIMPA because the committee goes along with some of our important recommendations.

We have felt for some time that the fats and oils branch of the Department of Agriculture was serving the interests of the soap manufacturers rather than the interests of agriculture, including the meat packing industry. The Gillette subcommittee must have felt the same way about it because the committee recommends a complete overhauling of the fats and oils branch.

Another important recommendation of the Gillette subcommittee is in line with the principle of our Granger Bill and may have an important bearing on the passage of that bill because the committee asks that serious consideration be given to the problem of maintaining a balance between imports and exports. One of the big points that we have been making before the Congressional committees is that it is unfair to have so much greater volume of fats and oils coming into this country than the volume going out. This situation has





already been partly corrected, and will be further helped by the Gillette report which recommends that import control be handled in such manner as to "permit importations of only such oils as are essential to the domestic economy."

That is to say, the Gillette committee report recommends that only such fats and oils come into the United States as we can't get here, and as are essential to our industry.

The Gillette report also favors extension of the present import controls over fats and oils, which extension is of course desirable. The committee finds that there is some justification for the complaint that the baking industry is using less lard and shortening than formerly. In fact, the baking industry has been using less fats, although the wheat flour-consumption since 1939 has increased 13 per cent. The committee urges careful consideration of new legislation requiring a minimum fat content for bread (\$2432).

The committee finds that 80 per cent of the soap business is done by three large companies—the Colgate-Palmolive-Peet Corp., Procter and Gamble and Lever Brothers, which, of course, is controlled by Unilever.

The report takes notice of the tremendous increase in the use of detergents. The committee makes the interesting finding that in spite of the use of detergents the soap sales in 1949 will be above average, due to increased household use of soap, but that a substantial increase in the sale of soap is not expected. One witness gave the total volume of soap as 3,200,000,000 lbs., as compared with 800,000,000 lbs. of detergents, a ratio of 4-1.

### Fats Drop, Soap Doesn't

The following interesting statement appears in the report: "Producers (of fats and oils) complain that while prices on fats and oils had been reduced 80 per cent, the price of soaps had come down only 30 per cent. No satisfactory answer was forthcoming from the soap manufacturers."

The language of the report regarding the fats and oils branch is as follows: "Reluctant as the subcommittee is to make recommendations as to the operation of any executive agencies, it feels compelled to recommend an overhauling of the fats and oils branch of the Department of Agriculture."

Now a very important current subject, the National Labor Relations Board. That is one of the hottest issues in Washington today. Every meat packer who employs labor ought to have his eyes on that issue.

Let's start this way: The Taft-Hartley Act was passed largely for the purpose of giving a reasonable amount of fair dealing to the employers, and so that labor wouldn't be the only one treated fairly.

Congress set up the National Labor Relations Board to handle that statute, but fearing that it might be one-sided in behalf of labor, it set up an independent office of General Counsel and



### FULL COVERAGE BY THE NATIONAL PROVISIONER STAFF

Among those covering the convention for the meat industry weekly were (seated, left to right): Jean Ryan, Caroline Chesrow, Mary Zinn, Edward R. Swem, vice president and editor; Dorothy Schlegel and Helen P. McGuire, associate editor. Second row; Gregory Pietraszek, associate editor; C. W. Reynolds, eastern sales representative; H. Smith Wallace, sales representative; Carl Magnuson, promotion; Lester I. Norton, president; Robert Davies, sales representative; Frank N. Davis, sales representative, and Vernon A. Prescott, production editor. Center rear: Harvey W. Wernecke, vice president and manager, advertising sales.

Mr. Denham, within the NLRB, is in charge of enforcing the law. In other words, it took enforcement out of the hands of the board and put it in the hands of General Counsel, who has been very fair to the employers.

Now, President Truman doesn't like the Taft-Hartley Act, and therefore he doesn't like Mr. Denham. He tried his best to get the Taft-Hartley Act repealed, and he saw that he couldn't get it repealed because it's a fair law, and the Senators and Congressmen want to retain it. So, President Truman said to himself, "Well, if I can't get the Taft-Hartley Act repealed, maybe I can abolish the office of Mr. Denham, so that the Taft-Hartley Act will be enforced by people who are friendly to labor, and without anyone there specifically to look after the interests of the employers."

And so he sent to Capitol Hill his Reorganization Plan No. 12, which abolishes Mr. Denham's office, and leaves nobody there to look after the interests of the employers as such. Senator Taft, who is of course a stalwart defender of the Taft-Hartley Act, and one of its authors, saw the danger in the President's proposal, and he has now introduced a recommendation that I agree with. It doesn't re-establish Mr. Denham's office, but it does establish an administrator, very similar to that office, and the employers would still be protected. I hope very much, indeed, that we will do something at this convention that will take a stand on this matter and support Senator Taft.

I close my report at about the same place where I began. I feel very deeply about the situation in Washington. There is something very harmful to America in teaching people to lean

more and more on their government. There is danger in big government. We must be careful not to brand as socialistic everything that is done for the welfare of the people. I remember so well when the graduated income tax came into being and when it was branded as socialistic, although even the ablest economists admit that the taxes must in some degree be based on ability to pay. I even heard it said that those who advocated child labor legislation were socialistic.

### Threat to Free Enterprise

The building of good roads and good schools is not socialism. The danger of a creeping socialism comes in when the government begins to do the things which, in a free enterprise system, business is normally expected to do, and which business can do better than government can do them.

But even more dangerous than government participation in business is a policy of encouraging particular groups to feel that they have a right to draw upon the public treasury directly as some groups now feel and are being encouraged to believe they have a right to do. Some of the checks that have gone out from the federal treasury to individual potato growers have been larger than \$250,000. Checks that big may look good to the farmer, but our nation can easily be ruined by that sort of thing.

I take my hat off to Sam Kennedy. Sam is a big onion and potato grower in Iowa. He has received a big government check for potatoes, but he has lost a lot of money on onions. Says he, "Why should any one group pay another group money for support prices, or for anything else? It always makes



me tired to hear the government doing these things. The government doesn't have any money unless it takes it away from you or me first. Here's a very important sentence—get this, please—this is Sam Kennedy speaking. A lot of these crops aren't grown for the market stall but they are just grown for the support price." Sam Kennedy is a real American, and our nation would be stronger if we had more with his intestinal fortitude.

I hear it said that we are drifting toward a labor government. I hear it said, also, that agriculture has a particular claim on the government. But I say to you with emphasis and with all the power that I possess, that neither labor nor agriculture has a greater claim on the government than the humblest schoolteacher or the humblest white collar worker. We do not dare to have a labor government in America.

### CANDID GLIMPSES

1. Earl H. Berk, vice president, and Emil Oppenheimer, secretary-treasurer, Double "O" Sausage Corp., Chicago.
2. Glenn A. Birnbaum, president, Virginia Packing Co., Virginia, Ill., and Edward G. Richter, president, Edward H. Richter & Sons, Springfield, Ill.
3. M. G. Rose, office manager, Detroit Packing Co., Detroit, and Mrs. Rose.
4. Harry K. Lax, vice president, F. C. Rogers Co., Philadelphia, Pa.
5. Jim Baker, Jim Baker Associates, Inc., Milwaukee, and Irwin K. Wetzel, treasurer, Stark, Wetzel & Co., Inc., Indianapolis, Ind.
6. Marc C. Scheumann, general superintendent, The E. Kahn's Sons Co., Cincinnati, and Morris Feinstein, Brecht Corporation, New York City.
7. Norman Brammall, president, and Preston D. Stowell, vice president, Food Management, Inc., Cincinnati, Ohio.
8. Carl Valentine, president, Valentine Co., Inc., Terre Haute, Ind., and Marvin Edwards, manager, Edwards Sausage Co., Lawrenceburg, Ky.
9. H. L. Propst, vice president, and C. A. Bowman, president, Hickory Packing Co., Inc., Hickory, N. C.
10. Mel Kohorn, Milwaukee distributor for Sheboygan Sausage Co., and Erwin Steiner, president, Sheboygan Sausage Co., Inc., Sheboygan, Wis.
11. Robert H. Nelson, assistant manager, and Walter Razminas, Nelson Packing Co., Ludington, Mich.
12. C. Tuerk, vice president, and Richard Rezanka, president, Miller & Hart Inc., Chicago.
13. Harry L. Sparks of H. L. Sparks & Co., National Stock Yards, Ill., with Mrs. Sparks.
14. Edwin F. Jones, jr., vice president, The Cambria Packing Co., Jackson, Ohio, and John R. Dobbins, superintendent of the same firm.
15. James B. Bowers, meat retailer of Elkhart, Ind., and E. F. Wolferman, owner, Wolferman Packing Co., Milford, Ind.

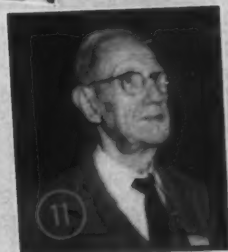
## PACKINGHOUSE PEOPLE

1. Floyd A. Segel, vice president, Wisconsin Packing Co., Milwaukee, with Mrs. Segel.
2. Harry I. Shore, partner, Shore's Packing Co., Savannah, Ga., and Charles M. Robbins, sr., president, The Robbins Packing Co., Statesboro, Ga.
3. H. Foster Embry, Embry Livestock Co., Louisville, Ky., and J. Albert Osborne, Embry Livestock Co.
4. W. W. Brown, secretary-treasurer, Great Falls Meat Co., Great Falls, Mont.
5. Adolph Bauer, superintendent, Parrot Packing Co., Fort Wayne, Ind., and William F. Parrot, vice president of the firm.
6. Charles Koerner, sales manager, and Roy L. Thompson, supervisor, Du Quoin Packing Co., Du Quoin, Ill.
7. W. Fred Dixon, vice president, Dixon Packing Co., Inc., Houston, Tex.
8. Alfred C. Harris, superintendent, Bloomington Packing Co., Inc., Bloomington, Ind., and Fred W. Stothfang, sales manager, The Cincinnati Butchers' Supply Co., Cincinnati.
9. R. E. Towe, packinghouse broker of Indianapolis, Ind.
10. Harry E. Reed, chief of the livestock branch, Production and Marketing Administration, USDA, with C. L. Farrington, president, Indianapolis Live Stock Exchange, Indianapolis.
11. Charles E. Herrick, packinghouse veteran and former president of the Institute of American Meat Packers.
12. Irving Teneneblatt and L. D. Fink, Monarch Provision Co., Chicago.
13. Fred Di Pasquale and John Di Pasquale, Reliable Packing Co., Chicago.
14. W. F. Wolbrecht, comptroller, and J. V. Snyder, general manager, Abraham Bros. Packing Co., Memphis, with P. D. Bartholomew, The Griffith Laboratories, Chicago.
15. H. W. Jameson, president, David Davies Inc., Columbus, Ohio.

I thank God that NIMPA has stood from the day of its birth for the kind of government which the farmers of our Constitution had in mind when the government was formed. I thank God that NIMPA has never advocated government by or on behalf of meat packers. For most of NIMPA's life we have spent so much of our time on the defensive, trying to protect our members against unfair moves by the government and unfair advantages to the big packers that we have scarcely had time for projects which are constructive.

But this much I know—that NIMPA consists of good American businessmen who love their country and who are willing to sacrifice to preserve the better and higher things.

**CHAIRMAN WELLS HUNT:** We will now take a few minutes to have the usual divisional vice presidents' reports. We will start out with the report for the divisional vice president for the central division, Mr. R. D. Stearns, the Peet Packing Co., Chesaning, Mich.





## REPORTS BY THE DIVISIONAL VICE PRESIDENTS OF NIMPA

**R D. STEARNS:** From the discussions of the other NIMPA members, I believe there is little, if any, difference between the overall conditions in our industry and agriculture in the central division as compared with other divisions. In so far as the general economic situation is concerned, I believe we have all marveled at the recuperative powers of business as has been demonstrated by the rapid recovery following the end of the coal strike.

However, in the central division the automotive industry is, I believe, of greater importance than it has been in any other division and the Chrysler strike which has lasted over 70 days and which has deprived the 89,000 Chrysler employees alone, to say nothing of the 55,000 employees of the supply firms, of wages totaling approximately \$1,080,000 per day, has, I feel rather certain, disrupted the economical situation in the central division, in Michigan more than other areas. Even before this strike is settled, negotiations have begun with General Motors where original demands appear so unreasonable that there seems little likelihood of averting a similar strike in that company.

While Chrysler is normally the third largest producer of cars and trucks, and an important factor in our economy, yet without their production recent weeks have seen all previous production records broken in the manufacture of new cars. To be able to exceed former production records with nearly one-third of the industry's productive capacity idle, in an industry as important to the economy of our nation as is the automobile industry, certainly causes speculation as to the maximum that could be produced and the resultant effect upon our national economy, if all segments of the industry were cooperating and working harmoniously. Apparently, research into the psychological reactions of the human mind has not kept abreast with our advances in technology or we could better control the actions of us humans. We would not see such a large group going contrary to one of the basic philosophies which built this great democracy by endeavoring to—and apparently believing they can—get something for nothing.

### Something for Nothing

During the past four or five decades, we have made great gains. We have seen the development of the automobile, the airplane, the telephone, motion pictures, radio and television, to mention only a few. These developments came as a result of the dynamic forces generated by the energy, imagination and courage of more than 3,000,000 business men who have demonstrated that our American free enterprise profit system is more powerfully productive than any other system on earth.

But, while we have been making these

gains we have taken losses too. There is less confidence in the American future and less security in our world of today, less of self-reliance and individual independence. Our people become increasingly class conscious and seek wholesale preferment by edict.

It seems to me this is a time for us to cast accounts, a time to reckon assets and liabilities and determine our net worth, a time to realize that we can continue to advance only by going back—back to the principles and precepts upon which this nation was founded and which have made it enduringly great.

It seems to me there is greater cause for concern about retaining these virtues than about present business conditions. Because, so long as business is granted the freedom of exercising its pioneering spirit in exchange for the possibility of securing some measure of profit for itself, we will continue to advance and business will continue to be good for those who make it so regardless of where they are situated.

**CHAIRMAN WELLS HUNT:** We will now hear from Rob Hofmann, vice president of the eastern division.

**ROBERT A. HOFMANN:** In the Pittsburgh area we experienced a steel strike last fall which had quite an effect upon the immediate area. Then when the coal strike came along, I suppose we felt the result of it twofold and business conditions throughout our area have been poor until just recently. I think it will take quite a while to recover, even if Mr. Lewis permits the miners to work uninterruptedly.

I had the opportunity, however, of attending a meeting here in Chicago a few weeks ago and as they would probably say on the radio, it was "sponsored" by another network. At that meeting we were presented with a lot of statistics and a lot of information in regard to supplies of livestock which, I understand, are to be even further increased over those in 1949, especially for hogs.

The other network seemed to credit some of the ability to move that product to their promotional activities. It may have had a lot to do with that. I believe that that is important in selling merchandise. I also feel that with the further increase for the year 1950 we have got one problem and that is to sell this

## THEY CAME FROM "UP AND DOWN THE MEAT TRAIL"

1. E. C. Skottowe, production, H. H. Meyer Packing Co., Cincinnati; N. Logan, president, S. S. Logan & Son, Huntington, W. Va.; Paul Mehmert, cattle buyer, and Robert Ferguson, sales, H. H. Meyer Packing Co.
2. Donald Merdinger, Edward Merdinger, Mrs. Fred Siegel, Fred Siegel, treasurer, and Sol Merdinger, general manager, Siegel-Weller Packing Co., Chicago.
3. R. W. Illsey and Norman Allbright of The Allbright-Nell Co., Chicago; Jean Ryan, *The National Provisioner*, and J. G. Deutsch, vice president, John Krauss, Inc., Jamaica, New York.
4. Charles F. Kasch, industrial engineer, Harold M. Mayer, general plant manager at Chicago, and Oscar Seiferth, package engineer, all of Oscar Mayer & Co.
5. August Kessler, railstock merchandiser, Kroger Co., Cincinnati; Earl H. Berky, vice president, Double "O" Sausage Corp., Chicago, and L. M. Stone, pork and provision merchandiser, Kroger Co.
6. B. J. Kavanaugh, president, Kavanaugh Products, Inc., Baltimore, and Frank Kavanaugh, partner, Lynchburg Rendering Co., Lynchburg, Va.
7. George W. Boylan, Swift & Company, and Mrs. Boylan, and J. O. Durant and Mrs. Durant, Link-Belt Co., Chicago.
8. Joseph Kovera and Mrs. Kovera, Slotkowski Sausage Co., Chicago.
9. Mrs. Max K. Sigman, Sigman Meat Co., Inc., Denver; Mrs. J. Clarence Peters, John Peters Packing Co., Williamsport, Pa.; Mrs. Harry Homer, A. E. Staley Manufacturing Co., Buffalo; Mrs. William Koch, A. Koch's Sons Co., Cincinnati, and Mrs. George J.

- Buchy, The Chas. G. Buchy Packing Co., Greenville, O.
10. L. P. Cross, W. W. McCallum, treasurer, Tom Cross, Victor Grey and Jack Isley, Oscar Mayer & Co., Chicago.
11. A. M. Pearson and John Ehardt, general superintendent's department, Swift & Company, Chicago.
12. E. T. Nolan, editor, *The National Provisioner Daily Market Service*; John C. O'Leary, Midwest Brokerage Co., Chicago, and Joe Murphy, J. T. Murphy Co., Chicago.
13. A. H. Anderson of Reliable Packing Co., Chicago, with Mike Brittain, Frederick County Products, Inc., Frederick, Md.
14. Samuel Fried, Dukeland Packing Co., Baltimore, and Jack Spevak, president, J. Spevak & Co., Baltimore.
15. Vernon Opp, Sloman, Lyons Brokerage Co.; Ed Reilly, Miller & Hart, Inc., Chicago, and Bill Hauser, E. G. James Co., Chicago.
16. A. T. Spencer, general manager, Wm. Davies Co., Inc., Chicago; J. Seeley, vice president, Roberts & Oake, Inc., Chicago, and T. J. Enright, secretary and treasurer, Wm. Davies Co., Inc.
17. Fred Lombardi, president, Roma Packing Co., Chicago; Joseph Michorzuk and Louis Nottoli, owner, both of Lucca Packing House, Chicago; Robert L. Bingham, president, Somerset Beef & Provision Co., Somerset, Pa., and Ivan G. Potts, Pilotab, Evans City, Pa.
18. Barnett Miller, vice president, Boston Sausage & Provision Co., Inc., Boston, Mass., and Gregory Pietraszek, associate editor, *The National Provisioner*.



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merchandise. If we can take these animals as they are ready for market and purchase them and slaughter and process them, I don't believe we would have any need for a Brannan or a Beck or any other plan.

We do not have too much to shoot at for our meat consumption per capita has been very low except in wartime when we had shortages and they were scrambling to get our products. It was probably the biggest recovery for a good many things up to that time, except in the 1920's.

I would like to mention that we should enter into some kind of publicity and advertising program and sell more of our products. We have to recognize that the durable goods manufacturer in many lines is back in the field and he is getting his portion of the consumer's dollar and that we have got to fight harder for a portion or for the portion we have been getting. It was an easy battle when other products were not available. Some of those old habits have lingered on, and it is our business to promote the industry.

I urge you all to renovate your sales.

(Continued on page 74.)

## SOME PAIRS AND ACES

1. John C. Gillis, H. W. Kastor & Sons Advertising Co., and E. R. Nickels, advertising manager, Illinois Packing Co., Chicago.
2. Ted Dye, Ted's Boneless Beef, Inc., Stockton, Calif., and Elmer Langguth, broker, San Francisco.
3. Frank A. Thomas, president, Thomas Packing Co., Griffin, Ga.
4. Al J. Egan, Smith, Brubaker & Egan, architectural firm, Chicago.
5. Dorothy Holmes, NIMPA staff. Mrs. Holmes had charge of women's activities at the convention.
6. Robert M. Meyer, Illinois Packing Co., Chicago, and O. J. Hollenbach, president, Charles Hollenbach Inc., Chicago.
7. A. Horberg, general manager, Superior Packing Co., Chicago.
8. Crosby L. Brownson, purchasing agent, and Carl Erikson, plant engineer, Reliable Packing Co., Chicago.
9. T. Holt Haywood, jr., president, Arden Farms Packing Co., Clemmons, N. C.
10. Earl T. Jones, secretary-treasurer, Jones Sausage Co., Raleigh, N. C.
11. Milton Peck, president, and Herbert Kratz, sales manager, Monarch Meat Packing Co., Milwaukee, Wis.
12. L. E. Kahn, vice president, The E. Kahn's Sons Co., Cincinnati.
13. George J. McGee, George J. McGee & Sons, Philadelphia, and S. H. Marcus, vice president, Excel Packing Co., Inc., Wichita.
14. Norman A. Wright, owner, Wright Packing Co., Boonville, Ind. and W. S. Johnson, owner, W. S. Johnson Co., Owensboro, Ky.
15. Paul C. Doss, Quartermaster Market System.
16. J. K. Taylor, general manager, J. Martinec Packing Co., Scotia, N. Y.

# THIS SCHROEDER TAG

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of quality and sales appeal



A TRIAL  
CARLOAD  
WILL  
CONVINCE  
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It marks

KOSHER KILLED BEEF from the MISSOURI RIVER  
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"The ROYALTY of BEEF" is in a class surpassed  
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Boston: C. E. Dorman, Phone Capitol 7-2395

# The Lighter Side

## Convention Shows, Cocktail Parties and Dinner

**D**ISCUSSION of hogs, sales, packages and sausage was not the only activity of interest to NIMPA conventioners and their wives—many took time out to attend the MISEA cocktail party, visit hospitality headquarters, see the sights, tour the Van Gogh exhibit at the Art Institute and attend the first annual dinner of NIMPA.

In Photo 1 are Mrs. Roger Wood, Roger Wood Packing Co., Savannah, Ga.; Mrs. W. W. Brown, Great Falls Meat Co., Great Falls, Mont., and Mrs. Walter Flook, Hofmann Packing Co., Syracuse, N. Y., in front of one of the famous lions of the Chicago Art Institute where they and other NIMPA ladies attended a luncheon (Photo 2) and then saw the exhibit of Van Gogh and Mrs. James Ward Thorne's miniature rooms. Other activities for the ladies, all of which were under the direction of Dorothy Holmes of the NIMPA staff, included visits to the George F. Harding Museum, Merchandise Mart and radio shows.

On two afternoons instrumental music (Photo 3) summoned packers to the cocktail parties sponsored



by the Meat Industry Supply and Equipment Association. These popular gatherings were attended by hundreds of packers and suppliers (see Photo 4). Club rooms were also maintained by the association for packers and their supplier hosts for daytime meeting.

The annual dinner (Photos 5, 6 and 7) was held in the grand ballroom at the Palmer House and was attended by several hundred conventioners and their wives. Guests were entertained by a floor show and



heard Leon Keyserling, chief economic adviser to President Truman, on the subject of "An Expanding Economy or Economic Chaos?"

Keyserling's economics call for a continued growth in production, and not for restricting production as some businessmen advocate. Our strength as a nation, he declared, hinges on our ability to raise the standard of living by producing



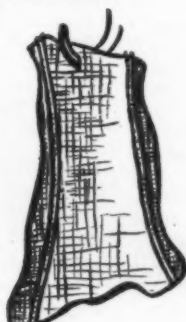
**Q. WHAT ELSE IS IDENTIFIED  
BY ITS STRIPE?**



**A.**

**Tufedge**  
BEEF CLOTHING  
Reg. U. S. Pat. Off.  
LOOK FOR THE BLUE STRIPE  
SUPERIOR TO ANY SHROUDS

**OF COURSE!**



**INSTANT IDENTIFICATION OF TUFEDGE  
ALSO MEANS TROUBLE SAVED...**

Yes, TUFEDGE, too, can also be instantly identified by its stripe—the single blue stripe immediately identifies the 36" width, the double blue stripe, the 40". These exclusive blue stripes also instantly identify the TUFEDGE reinforced pinning edge.

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more and by an intelligent distribution of what we produce. To do this we must expand our economy from its present figure of \$250,000,000,000 to \$300,000,000,000 in five years and to \$350,000,000,000 by 1960.

Due to our growing population, mounting labor force, increasing agricultural production and technological advances in industry, our production cannot remain static, he said. If we merely hold at the present level we will have about 12,000,000 unemployed in five years and will revert to the disastrous depression economy of the thirties.

The meat industry has a definite part in this expanding economy, he said. Meat is currently consumed at a greatly increased per capita rate and there is literally no limit on the advances that can be made in the meat and dairy industry if agriculture will turn to the production of items for which there is great demand and curtail production of surplus commodities.

To continue economic expansion, Keyserling stressed the need for greater cooperation and greater understanding between industry, agriculture, labor, business and government.

He pictured government in the role of a nationwide trouble shooter that could step in from time to time and offer methods for expanding production, finding new markets, etc. He indicated favor of the Brannan Plan as a means of increasing production in fields of agriculture that would add to expanding markets in other industries.

Government should not try to play the expert in any one industry, he asserted; however, through its knowledge of inter-industry relationships it can help open new trade doors to the benefit of the nation's entire economy.

As important as our economics are domestically, they are even more important on a world wide level. Keyserling cited an expanding American economy as perhaps our greatest weapon in fighting the cold war and in obtaining peace. We are part of a sick world, he said, and the whole world, looking to us for leadership, is waiting to see whether the enterprise system can make good. By curtailing our economy, we would cause widespread unemployment, depression, economic

## NEWLY ELECTED NIMPA OFFICERS AND DIRECTORS

Fred Dykhuizen, president, Dixie Packing Co., Arabi, La., was elected chairman of the board of the National Independent Meat Packers Association at its annual meeting last week. F. J. Clark, vice president, Tobin Packing Co., Fort Dodge, Iowa, is the newly-elected first vice president. J. E. Thompson, president, Reliable Packing Co., Chicago, was reelected treasurer.

C. B. Heinemann was reelected president, secretary and assistant treasurer and Wilbur LaRoe was reelected general counsel.

Divisional vice presidents for 1950-1951 are: Central, Walter W. Naumer, president, DuQuoin Packing Co., DuQuoin, Ill.; eastern, Robert A. Hofmann, North Side Packing Co., Pittsburgh; midwestern, George Hohmann, Sieloff Packing Co., St. Louis; southern, I. L. Wooten, Owen Bros. Packing Co., Meridian, Miss.; southwestern, J. E. O'Neill, Mission Provision Co., San Antonio, Tex., and western, Chris H. Beck, Chris H. Beck, Petaluma, Calif.

Each division is represented on the board by nine directors, elected for

three-year terms. The following were elected this year. Southern: W. A. Barnette, Greenwood Packing Plant, Greenwood, S. C.; L. Neuhoff, jr., Valleydale Packers, Inc., Salem, Va., and L. A. Frey, L. A. Frey & Sons, New Orleans, La. Southwestern: S. R. Davidson, Banfield Bros. Packing Co., Fort Smith, Ark.; Rufus J. Haby, Gebhardt Chili Powder Co., San Antonio, and Hans Pauly, Pauly Packing Co., Houston. Western: M. H. Brown, Great Falls Meat Co., Great Falls, Mont.; I. H. Hoffman, Hoffman Bros. Packing Co., Los Angeles, and Adolph Miller, Union Packing Co., Los Angeles. Central: J. E. Thompson, Reliable Packing Co., Chicago; E. M. Gibbs, Earl C. Gibbs, Cleveland, and Walter Thomasma, Thomasma Bros., Grand Rapids, Mich. Eastern: W. L. Brittain, Frederick County Products; Bernard Forst, Forst Packing Co., Kingston, N. Y., and A. F. Goetze, Albert F. Goetze, Baltimore, Md. Midwestern: H. J. Guggenheim, Guggenheim Packing Co., Wichita, Kans.; H. J. Reitz, Reitz Meat Products Co., Kansas City and William F. Peters, Peters Meat Products, St. Paul.

catastrophe, and lose face with the rest of the world.

Keyserling said the small business man is forced out when the economy lags. He needs the constant stimulus of a well-running economic machine to keep operating successfully.

If we allow the economy to retrogress into the traditional business cycle, we will fall \$800,000,000,000 behind in 10 years, Keyserling asserted.

In appealing for greater cooperation, Keyserling said we should set high ideals, even though their attainment may never quite be reached. Wages must be high enough to assure consumers high purchasing power, but not too high to drain industry. The tax program must be realistic. We must

have greater understanding and less criticism, he said. The government must not say that businessmen are bad people, and business must not call us Socialists. Intelligent planning for an expansion of the enterprise system is not Socialism. We have almost unlimited possibilities ahead of us if we will raise our sights and increase our confidence in the enterprise system.

At a question and answer session following his address, Keyserling was asked to explain the kind of government cooperation in expanding our economy that allows the potato surplus and payment of enormous subsidies to some potato growers.

Keyserling said the potato situation was the result of current legislation that ought to be scrapped as soon as possible. It should be replaced, he said, with a program that will encourage potato growers to raise other crops for which there is great demand and discourage them from adding to the glutted potato market.

## MISEA COCKTAIL PARTY

The Meat Industry Supply and Equipment Association played host to conventioners at two gay and informal pre-dinner cocktail parties held during the convention.





## REPORTS BY NIMPA VICE PRESIDENTS

(Continued from page 68.)

forces and apply new sales techniques and promote your individual brands. As long as you are promoting the sale of meat, you are going to accomplish something because we are going to be confronted with greater production and, as I mentioned before, we have got to get those animals into the channels of consumption.

You can renovate your production and put in new machinery for packaging and you can do an awful lot of things, but nothing ever happens until somebody sells them. You have got to sell the merchandise before you can even have an excuse for turning it out. So let's do better selling.

**CHAIRMAN WELLS HUNT:** We will now turn to the midwestern division and hear from Harry Reitz.

### MIDWESTERN DIVISION

**HARRY J. REITZ:** The midwestern division is composed of Missouri, Kansas, Iowa, Nebraska, Minnesota, the two Dakotas and Colorado. This area is responsible for 30 per cent of the cattle and 45 per cent of the hog population of this country. Our farmers now have money; they are independent and it is impossible to predict what they will do from day to day.

According to the figures published by the Department of Agriculture, there will be 6 per cent more cattle on our farms than last year. But these cattle don't seem to be coming to market very rapidly. The reason is that farmers don't have to sell as nobody is pressing them for money. They are getting a good price for their calves and feed supplies won't come in until they have calves and the farmers have gotten money out of these calves.

Another interesting note is that steers over one year old have shown a decrease of 7 per cent from the 1949 figures. These farmers are apparently engaged in a feeding program which might indicate an uneasiness in a wide variation of the \$34.50 price for best

top fat steers to the \$16.50 top for hogs.

It is interesting to note that the beef steer slaughter for the first three months of 1950 was graded in the following manner: 1 per cent were graded Choice and Prime; 43 per cent were graded Good, and the rest were Medium. However, there is a good demand for replacement cattle in the Kansas City market, which is the principal market we have. They are \$1 over last year's figures.

Our hog slaughter is going "great guns." I saw a report the other day which indicated the hog slaughter was 35 per cent over the corresponding week of 1949. There is more pork being consumed, but the reason for our increased slaughter is probably due to our earlier movement of a lighter weight for average hogs.

The Department of Agriculture claims that there are some 15 per cent more hogs on farms. Incidentally, the demand for the stock has slackened, supposedly in sympathy with decline of fat hogs, but there are some who believe that the farmers are raising their own stock pigs and this can be supported by the noticeable absence of sows on the market.

In regard to business conditions, the present business barometer indicates a very optimistic view for that first period of this year. Some interest has been shown in the very good selling trend and there will be profitable operations for the general business conditions. In the meat packing business some of the money boys have forsaken our ranks, but generally the midwestern packers have gotten their houses in order. Since the war they have spent considerable money in remodeling and installing new equipment as well as improving their technique of operations. Our business has gotten down to a competitive level and as Mr. Heinemann said, we are going to have to step up our guns and stick together. Remember the saying that you've all heard, "Even a banana

gets skinned when he leaves the bunch."

**CHAIRMAN WELLS HUNT:** We will now shift to the southern division. I am glad to introduce Mr. I. L. Wooten who is vice president of that division.

### SOUTHERN DIVISION

**I. L. WOOTEN:** The livestock supply and cost are in proportion to value, and so far as general business conditions are concerned we must remember first that the early spring months are considered the dead season in the cotton mills of the deep South. The hog supply has been very liberal there, as in other parts of the country, and most of the time hogs have cut out all right.

Beef is very scarce, and it is just too high because of that scarcity. In our country the volume is exceedingly low and we are all scrambling for a few extra dollars' worth of business. Conditions get rougher and rougher and sometimes things get clear out of sight.

We cannot change these business trends in the South but we can change our method of approach in dealing with them. This is the rule in that country and not the exception, and so far this year it has run true to form. We hope it continues for the balance of the year because we are now coming to the season when we all should make a little money. We have a hard time keeping the men on our payroll during these months, and we have a harder time getting labor of any kind during the summer and fall.

In my opinion, if we would all have a little more cooperation among ourselves and a little better exchange of ideas, it would be the first logical step toward directing these conditions that are so unpredictable in our operations, particularly in our part of the country.

It is not our problem to instigate new legislation for Congress to pass on, but it is our problem to prevent new regulations from being crammed down our throats which will threaten our very existence. We must work together as an organization to be so strong that the problems of one of us will become the problems of all. Labor is well organized and through organization it has made unbelievable progress in just a few years. Other types of business can be organized, and through organization can have created planning.

The independent meat packers can work together just as well as labor or any other economic unit, but to do that job effectively we need active members in the meat packing industry.

In the southern division we have pledged ourselves to doubling our efforts in 1950. I talked to several members shortly after the Jacksonville meeting, and we decided that the busier season is coming and we are in a better frame of mind, and we must maintain that to fulfill that pledge.

The whole point I am trying to bring out is that right now more than ever before we need a strong organization because, as Mr. LaRoe has told you, the trend of our federal government is in-



### NIMPA OFFICIALS FACE CAMERA

Pictured on the speaker's rostrum are NIMPA leaders Fred J. Clark, vice president of Tobin Packing Co., new vice president of the association; Fred Dykhuizen, president, Dixie Packing Co., Arabi, La., and chairman of the board of NIMPA; Wilbur LaRoe, general counsel, and C. B. Heinemann, president.



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creasing in size rather than decreasing and the Cold War is getting just as hot as a shooting war because it is being used in concentrated power.

The Wage-Hour Law was a big blow to the South, but it passed, and this contemplated processing tax would be a blow to the whole meat packing industry. It would bring a heap of money into the federal treasury.

The non-contributory pensions are beginning to take shape and they certainly are an added expense in the industry. If we continue to have increased costs of doing business and various benefits that are added and added, mostly by government pressure or government in-

## SOME FRIENDLY FACES

1. R. A. Zielinski, Cudahy Bros. Co., Cudahy, Wis.
2. Joseph E. Linden, partner, Greenleaf Packing Co., Sioux Falls, S. D.; Al Greenman, sausage superintendent, St. Paul Sausage Co., St. Paul, Minn., and Ray Schweigert, president, Schweigert Meat Co., Minneapolis.
3. Carlyle Erickson, Robert Shaeffer and R. U. Nissen, secretary-treasurer, G. Nissen Packing Co., Inc., Webster City, Ia.
4. Carl F. Pieper, president, and Curtis G. Pieper, vice president, Oswald & Hess Co., Pittsburgh, Pa., with James R. Wiley, department of animal husbandry, Purdue University, Lafayette, Ind.
5. Irvin A. Busse, sr., Busse Brokerage, Chicago; Lee H. Madden, Business Research Corporation, Chicago, and Irvin A. Busse, jr., Busse Brokerage.
6. Samuel Pryor, partner, Joseph Cienbronowicz, partner, and Walter Brook, sausage superintendent, Pryor Packing Co., Rockford, Ill.
7. J. H. Meyer, George Schlereth, general superintendent, and E. P. Goehle, H. Meyer Packing Co., Cincinnati, Ohio.
8. William H. Knehans, Packers Architectural & Engineering Co., St. Louis; Willibald Schaefer, president, Willibald Schaefer Co., St. Louis, and Lewis B. Jackson, Tanners' Hide Bureau, New York.
9. Robert Anderson, sausage department, Harry Anderson, plant superintendent, and Jerome J. Wiener, engineer, Elkhart Packing Co., Elkhart, Ind.
10. W. G. Mueller, jr., president, American Packing Co., St. Louis, and A. F. Vosen, secretary, St. Louis Local Meat Packers Association, St. Louis, Mo.
11. C. H. McNie, National Live Stock Loss Prevention Board; R. C. Pollock, general manager, National Live Stock and Meat Board, Chicago, and M. J. Parkhurst, Union Stock Yards and Transit Co., Chicago.
12. Fred Doehne, owner, Doehne Provision Co., Corpus Christi, Tex.; C. A. Bowman, president, Hickory Packing Co., Inc., Hickory, N. C., and J. H. Langford, president, Old Fort Provision Co., Walterboro, S. C.
13. Martin I. Schmidt, president, Schmidt Packing Co., Niles, Mich.; J. F. Williams, secretary, and K. L. Troupe, sausage superintendent for the Schmidt company.

## HAPPY TO KNOW YOU

1. E. G. Barratt, sales manager, and C. F. Jeffords, general superintendent, G. M. Peet Packing Co., Chesaning, Mich.

2. J. Harold Peters, vice president, and R. A. Peters, president, Peters Sausage Co., Detroit, Mich.

3. M. H. Heringlake and Gene Crousore, M. A. Delph Co., Indianapolis, Ind.

4. Miss Leona A. Wehrheim, information specialist, Q.M. Food and Container Institute, Chicago, and Mrs. John McGuire, associate editor, *The National Provisioner*.

5. A. Z. Baker, president, American Stock Yards Association, Cincinnati, and J. F. Daniels, Kansas City Stock Yards Co.

6. W. W. Bailey, plant superintendent, and F. R. Carlson, purchasing agent, Houston Packing Co., Houston, Tex.

7. G. M. Haas, president, Haas-Davis Packing Co., Inc., Mobile, Ala. and Don W. Breese, president, Don W. Breese & Co., Fremont, Neb.

8. L. L. Redfern, president, Redfern Sausage Co., Atlanta, Ga., and C. O. Hinsdale, general manager, Balentine Packing Co., Inc., Greenville, S. C.

9. Ray Waite, Aronax Corporation, Chicago, and Mrs. Waite.

10. Sami Svendsen, Sami S. Svendsen, Chicago, and W. J. Kempner, W. J. Kempner, Ltd., London, England.

11. Carl Stradley, sausage supervisor, and W. E. Wickwire, purchasing agent, Peoria Packing Division of Stahl-Mayer, Inc., Peoria, Ill.

12. K. F. Voigt, manager, and O. J. McKirchy, jr., office manager, Tobin Packing Co., Inc., Estherville, Ia.

13. J. A. Schottelkotte and D. S. Austin, The Procter & Gamble Co., Cincinnati, Ohio.

14. Herbert A. Mohl, office manager, Thomasma Bros., Grand Rapids, Mich.

15. Louis Dauterman, superintendent, Clark Provision Co., Dennison, Ohio, and Alfred C. Harris, superintendent, Bloomington Packing Company, Incorporated, Bloomington, Indiana.

intervention without regard to economic welfare of business and without being based on sound economic principles, the end of our American way of life is not far off and we will soon be slaves of a socialist government.

NIMPA is one medium through which our industry—or at least the independent members—can function as a bulwark of concentration of power. Let's do something besides just doing wishful thinking. Let's prove that the meat packers can work together and defend their rightful position in helping to shape America's future as it should be done.

**CHAIRMAN WELLS HUNT:** Now we will turn to the southwestern division and the vice president there is none other than that old Arkansas traveler, Mr. Finkbeiner.

**CHRIS E. FINKBEINER:** The southwestern division is made up of Arkansas, Texas, New Mexico and





don't let summer scare you!

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**WE WILL BE PLEASED** to send you detailed information and samples of this most effective antioxidant. Write to **TENNESSEE EASTMAN CORPORATION** (Subsidiary of Eastman Kodak Company), **KINGSPORT, TENNESSEE**.

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Oklahoma. We cannot name a lot of states, but we surely do have a lot of ground! Considering the amount of rain we have had and the amount of rain certain people have not had, our business conditions in the area are pretty good. There are several things that are coming about down there that might merit some consideration and discussion.

In our area there is a movement for small markets and grocery stores to band together and buy collectively. I don't say that is not good, but it has brought about a situation that I believe we could discuss. Perhaps we could find some solution to it because where you have salesmen going down to 100 and 125 accounts a week now, you have got many going down to see one man to buy for all of them. You may get the business one week and not the next.

Self-service operations have been tried out on the West Coast and found to work. Now they are coming down in our area. Every man who builds a grocery market or a meat market is going darned near 100 per cent self-service. We concluded at our southwestern meeting that those packers who are not doing some self-servicing packaging should do so. It seems to be the coming thing.

I had a discussion on trucks here last year and quite a few people asked me questions about it. We are still using butane trucks and we have returned to a 100 per cent operation with them and found it to be very satisfactory. If any of the members have any questions, I will be glad to answer them if you will write me a letter.

**CHAIRMAN WELLS HUNT:** We have one more divisional vice president to hear from. During this past year the by-laws were amended so that the former northwestern and western divisions were consolidated into one division. We have been informed that the northwestern vice president is sick abed and will not be able to get down here. We regret very much that Mr. Brown is so indisposed, but, of course, we cannot attribute that to the Chicago weather! He must have picked up something en route! Representing the combined northwestern and western divisions, now known as the western division, we will have Mr. Ray McCarthy, who will give us the report.

## NORTHWESTERN—WESTERN DIVISIONAL REPORTS

**RAY A. MCCARTHY:** As you know, I come from California, and I want to tell you I am the happiest boy you ever saw. We settled three strikes in one week. We had the best rain we've had for 20 years. I called up this morning, and they told me it was pushing 80, and the sun was shining. Wouldn't that make you happy out here?

But one thing that is not quite so good is that we have 500,000 people in southern California not working.

So, I will talk about some Texas cattle that I got. They are not getting fat any too quick, and they will find if they don't get fat at Austin, some others are going to run out of fat cattle. We fed cattle for 40 years because we weren't able to buy any fat cattle; and this year we began to slow up a little. We didn't get any ourselves, and we can't buy any, either.

Well, our strikes, as I said, are over. The engineers pulled the plug first and shut us down—not our plant, but most of the others. Then, when we got the engineers straightened out, the teamsters and truck drivers went out for about a week.

Next to go out were the butchers and they really gave us the works. They shut down everything but our plants. We're 35 miles from Los Angeles, but probably would have been shut down too if we had been a little closer.

As I said, this rain—a couple of inches—was really a Godsend to us. There are many parts of the country that are having shortages of rain. In California, we expect them; we don't like them, but we have lots of them.

Our business, very frankly, is not too

### TWO PACKER FOURSOMES

**LEFT:** Industry old timers are Chris Schmidt, retired, formerly of Grand Valley Packing Co., Ionia, Mich.; Gust Hamel, owner, Hamel Bros. Co., Inc., Detroit; Karl Pfahler, sr., owner, Pfahler's Flavorful Sausage, Detroit, and Eugene Ruoff, president, Eugene Ruoff Wholesale Meats, Detroit. **RIGHT:** Delegation from Cudahy Bros. Co., Cudahy, Wis., included L. W. Brandt, canned meat sales; J. K. Stark, works manager; K. C. Behm, casings and dry sausage sales, and S. W. Raphael, general superintendent.



### STARTING OUT EARLY

Youngest conventioneer undoubtedly was Steven Streck, shown posing obligingly with his proud parents, Mrs. and Clarence E. Streck, general manager, Streck Bros., Belleville, Ill.

bad. We would like it better, but still it is a great deal better than it was before the war and I don't think we can kick too much. We haven't extended ourselves too much in the meat line and I think perhaps we were pretty smart in not doing it. All packers are evidently going to have a little rougher sledding than we are having now.

**CHAIRMAN WELLS HUNT:** That concludes the reports from the various divisional vice presidents and brings us to another phase of our program. This speaker has had a great deal of experience in the meat packing field. He received his basic training in the meat packing industry from Cudahy Brothers. Following that he was associated with Wilson & Co. and has had a thorough indoctrination in all phases of the meat packing operation. He has even done research work in the sales field. He spent considerable time after the war analyzing the British meat industry, including considerable time spent at Old Smithfield Institute, which, in many respects, is the forerunner of meat packing. Since then he has been associated with Milprint, as assistant general sales manager, developing packaging work and programs for the meat packing industry.

It gives me a great deal of pleasure to present Mr. Jack Manion, who will speak on the subject, "Packaging and Prepackaging of Meat Products."



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# Keeping Up With Prepackaged Meats

face of the product from dehydrating; also, the lack of oxygen minimizes discoloration from harmful light rays.

A semi-automatic machine that uses Pliofilm or cellophane is the Moldart twister, which can be used on butts, picnics, frankfurter packages and odd-shaped items. It is economical in that it incorporates roll film and thereby means a saving of about 20 per cent over sheet film. A roll of wrapping material is placed on the machine. It is drawn onto a wrapping table, and then sheeted. The sheet is placed around the product (demonstrating). Then the next operator performs this twisting operation, which, in the case of butts, operates at about 700 per hour.

Now you notice how fast Ed Carson—and Ed is the Packaging Engineer of the Tobin Packing Co.—did that. I have found people wrapping picnics, frankfurters and butts, all with equal ease.

An unusual semi-automatic machine is being tested by packers on the West Coast. It is called Roto-Wrap.

**JACK LITTLE:** (Drawing) The package is placed on a sheet of cellophane at this point. It is fed onto this wheel, and it ravel up here to the sealing station, where it is wrapped, folded and sealed; it travels out of the machine down onto a conveyor belt for packing in the cartons.

**JACK MANION:** That machine sells for less than \$1,000. It is used mostly for items in trays, and for flat packages, including sliced bacon. Its speed is about 18 per minute.

A machine appeared about a year ago, for wrapping lettuce, semi-automatically; and it has been on test in one of the plants of the larger meat packers for wrapping smoked picnics. It's called a Triangle machine, with a triangle-formed wrap. It operates at 18 to 20 per minute, and utilizes Cellophane. Picnics are placed in the wrapping cavities on the machine. The Cellophane is gathered at the top of the picnic, pinch-sealed, and trimmed.

Various aids to more efficient packaging are appearing in other forms. Harry Homer will demonstrate a sheet-er. A sheet-er of this type sells for about \$50 and it enables you to purchase roll material and cut sheets to your own specifications.

**HARRY HOMER:** (Demonstrating) Simply by drawing the knife through, the sheets are thus formed. Any size sheet can be formed, simply by adjusting to various lengths needed, in the rear of the equipment.

**JACK MANION:** This reduces supplies cost by utilizing the cheaper roll material. Other sheeters are on the market.

A Baltimore packer has used one of these sheeters for wrapping hams. He takes the conventional three sheets of ham wrapping paper, buys them in roll form, saving 20 to 30 per cent, and then does his own sheeting and gathering on the machine. He reported that the machine paid for itself in a few months.

The key to a successful frankfurter

**JACK MANION:** All of us remember when tomatoes were sold from a basket, or a vegetable bin, and now we have this (indicating a carton)—four tomatoes in a box. You remember cheese in a wheel; and now it is sold in a package, already sliced by the manufacturer right at the place where the cheese is made. Here is cheese (indicating) in a vacuum-package, made to keep six months if you want to keep it that long.

Look at this stick of cheese (indicating)—garlic cheese; cheese with wine; cheese and bacon. I think there are about ten different cheese items on the market similar to this.

Here is a poultry package (indicating), containing drumsticks and backs, all ready for the frying pan.

These instances are just hints of what food industries other than meat are doing to place their products into the market basket instead of yours.

The National Independent Meat Packers Association, after months of survey, has felt that packaging should be forcibly brought to the attention of its members, so that you will not fall behind in today's aggressive merchandising. We are here not to sell you any particular package or supplier, but rather to present current meat packaging ideas and methods, to stimulate your thinking.

As each idea is portrayed, evaluate it from a consumer and merchandising viewpoint, and if sales potentials appear, then make it work.

Milprint's advertising and promotion manager, Mr. Jack Little, is on the stage with me to help present some of our thoughts by illustrations.

The difference between the futile attempts at meat packaging before the war and now is accounted for by the wide range of transparent films on today's market. In addition to many kinds of Cellophane, there are Pliofilm, Polyethylene, Saran, Acetate—over 100 different types and variations of transparent wrapping material.

Where a film will work on one type of meat, or for one wrapping operation, it may not work for another. We use MSAT-80 Cellophane on round steak; LSAT Cellophane on smoked hams; Pliofilm or Saran on liver sausage; Polyethylene or Pliofilm on beef livers. This is because each meat item demands a wrapping material with greater or lesser moisture, or gas transmission.

In meat packaging, generally speaking, we refer to hand wrapping when the wrapping and sealing operations are effected principally by hand. Semi-automatic operations refer to installations where the initial overwrap is placed on the item by hand, and the subsequent folding and sealing is done by machine. In an automatic operation, the only hand work involved is feeding the product into the wrapping machine.

To date there are almost no automatic machines in operation that will produce the tightly-wrapped package that hand wrapping turns out. Tightness and neatness of wrap are the first qualifications of salability.

In spite of this, however, packers recognize the need for speed and lower labor cost, and therefore, we find an increasingly larger number investing in machines of some type.

The map on your left shows installations in almost every part of the country. This card file (indicating) records over 125 of these installations, practically every one a new operation in the past three years. Here is a packer in Memphis with a Hayssen machine, that costs \$4,000. It operates at 30 a minute, wrapping frankfurters. A packer in Los Angeles with a Knapp machine is next; a packer in Milwaukee, with a Hayssen machine; a packer in Minnesota with a Package Machinery machine, \$9,500; a packer in Boston with an Oliver machine; a packer in Tampa, Fla., with a Corley-Miller; a packer in Iowa, with five machines, each one a different type. A few of these machines are new and practically untried, but they are opening wider the portals to packaging.

Here are packages (indicating) wrapped on a Cloud machine. The machine is installed in Chicago, and has been working satisfactorily for years. Jack Little will explain something of the principle of the Cloud machine.

**JACK LITTLE:** The principle is very simple. You have a web of Pliofilm that is drawn across the cavity, where a bubble is drawn by means of a vacuum, and consumer sized pieces of sausage are dropped into the cavity, where they are sealed and stitched off. The end is twisted in this manner and then a label is applied to cover the seal, and it makes a very appetizing package.

**JACK MANION:** The speed of the machine is about 18 or 20 packages a minute. Here a tight wrap plays an important part. It prevents the cut sur-





package, in addition to the items I mentioned before—tightness and neatness of the wrap—is five-sided visibility, the top and all four sides presenting a full view of the product. This is very necessary to mass display, as the impulse to buy is not present when part of the display is masked by the sides of trays or U-cards.

To date most automatic machines cannot effect the snug wrap essential to

## HERE, THERE, EVERYWHERE

1. Fred Engelhorn, president, John Engelhorn and Sons, Inc., Newark; J. G. Deutsch, vice president, John Kraus, Inc., Jamaica, New York; Charles Holzer, eastern representative, Kuhner Packing Co., Muncie, Ind.; Leo Stoll, president, Smoke-master, Inc., New York, and Fritz Katz, secretary, Stoll Packing Co., New York.

2. Charles C. Isecovitz, broker of Jersey City, N. J.

3. J. Aspan, superintendent of canning, and J. Waldron, general superintendent, Roberts & Oake, Inc., Chicago.

4. Donald Decker, vice president, The Val Decker Packing Co., Piqua, Ohio; Peter Kuntz, Kuntz Casing Co., Cincinnati, with R. W. Schwable, vice president, and Paul Bergdoll, chief engineer, both of Val Decker.

5. Bob Ballentine of Faber & Co., Peoria, Ill., with C. W. Reynolds, eastern representative of *The National Provisioner*.

6. V. H. Dodson, district manager, A. C. Legg Packing Co., Birmingham, Ala.; J. Harold Peters, vice president, Peters Sausage Co., Detroit, and Jerry Blanchard, sales manager of A. C. Legg.

7. Vince Gohman, Al. Hetley, S. N. Grice and D.Z. Decker, all of the general superintendent's office, Wilson & Co., Chicago.

8. Dave Saylor, president, Luer Bros. Packing & Ice Co., Alton, Ill.

9. W. R. Peters, jr., and W. F. Peters, president, Peters Meat Products, Inc., St. Paul, Minn., and William C. Rapp, general manager, Canada Casing Co. of Illinois, Chicago.

10. George W. Doerr, president, H. F. Busch Co., Inc., Cincinnati; George R. Lohrey, president, The Lohrey Packing Co., Cincinnati; Dick Groff, Groff Brokerage Co., Cincinnati, and Louis H. Moeller, vice president, The Lohrey Packing Co.

11. G. D. Allman, chairman of the board, U. S. Cold Storage Corp., Chicago, and R. C. Munnecke, president, The P. Brennan Co., Chicago.

12. Robert R. Earley, R. W. Earley & Co., New York City.

13. M. L. Peet, vice president, Peet Packing Co., Bay City, Mich.; W. W. Naumer, president, Du Quoin Packing Co., Du Quoin, Ill.; G. G. Mihill, vice president, Luer Bros. Packing and Ice Co., Alton, Ill.; J. B. Naumer, secretary, Du Quoin Packing Co., and R. D. Stearns, executive vice president and treasurer, G. M. Peet Packing Co., Chesaning, Mich.

14. Scott E. Strahan of Scott E. Strahan, Atlanta, Ga., and Leonard Meyer, president of Geo. H. Meyer Sons, Richmond, Va.



*Something's happening to*

**SLICED BACON**  
*Packages*



*These Cudahy packages are designed for production on automatic wrapping equipment, from economical printed continuous rolls.*

*Something good!* For there's a new transparent film (duPont's LSAT Cellophane) that makes it possible, *for the first time*, to give sliced bacon packages the full-bodied colors, opacity and photographic reproduction of rotogravure printing. Among the first to take advantage of this new type of package are Cudahy Packing Company's Puritan and Gold Coin brands. These skillfully designed packages show

the many advantages of this superior film and superior printing. Naturally, Shellmar produced the packages . . . for Shellmar originated rotogravure printing on transparent films.

Write today for samples. Or better still, call your nearest Shellmar representative. Let him show you how well and how economically this new sliced bacon wrapper can be adapted to your use.

## SHELLMAR PACKAGES

SHELLMAR PRODUCTS CORPORATION

GENERAL OFFICE, MOUNT VERNON, OHIO

PLANTS: MT. VERNON and ZANESVILLE, OHIO • SOUTH GATE, CALIF.

MEXICO CITY, MEXICO • MEDELLIN, COLOMBIA • SAO PAULO, BRAZIL

Sales Offices: Atlanta, Baltimore, Boston, Chicago, Cincinnati, Dallas, Denver, Detroit, Kansas City, Little Rock, Los Angeles, Minneapolis, New York, Philadelphia, Pittsburgh, Portland, Ore., Rochester, Salt Lake City, San Antonio, San Francisco, Seattle.

"buy" appeal for the package of frankfurters. Their operation necessitates the utilization of a tray or U-card. This is the reason the majority of packaged frankfurter volume is still done by hand.

The Great Lakes Sealer seems to be one of the best methods of sealing because it incorporates a number of operations, or a minimum of operations. Certain semi-automatic machines are proving themselves, particularly the Corley-Miller, which is on display in the exhibit hall, and is interesting for its versatility in packaging many products.

## Packaging of Bacon

Bacon packaging currently has the spotlight because of the demand for a visible, rigid package that has sales appeal and keeping qualities, one that can be efficiently handled by both the service and the self-service retail market. Briefly, the bacon is plattered onto the board and then wrapped in cellophane.

Initially, everyone in this type of package began with a hand operation; however, semi-automatic and automatic machines have appeared, so as to cut labor cost. The most widely used machine for the machine operation is the Hayssen, which can operate at about 32 per minute. Recently, Package Machinery announced a machine that would perform the operation at 60 per minute, and produced the tightest machine-wrapped package to date.

Another fast machine is the Knapp. It is especially adapted to the half-pound package. Incidentally, we find that the trend toward half-pound bacon packages, started before the war, has suddenly reversed. One-pound units are fast regaining demand, now that the shopper can actually read the price of bacon on the packages and compare values. All packages, incidentally, have a place for the dealer to mark the price.

A newly-designed, semi-automatic machine, made ready for the market last week, is displayed in the exhibition hall. Please realize I am not in position to recommend this, or any machine. I merely present it as something new—something to be evaluated. Mr. Carson will demonstrate this new machine.

**ED CARSON:** The operator places the sheet of Cellophane on the machine around the package of bacon and places it between the fingers on the machine, and the end is folded under so it is heat sealed under the board.

**JACK MANION:** Those of you who have questions may get a better look at this later. This machine is made by Pack-Rite and it does a neat job of folding and sealing the cellophane onto the back of the package.

We observe also that the Allbright-Nell Co. has a new machine on display that automatically feeds cards as the bacon is plattered—one more labor cost eliminated.

New films are appearing continually—all helping you to present your products to the consumer in the best possible package. Liver sausage, processed in Plofilm and Saran is now appearing in

## SUPPLIER EXECUTIVES FACE THE FLASH BULBS

1. S. A. Granche, sales engineer and R. C. Allen, manager, both of Allen Gauge & Tool Co., Pittsburgh.

2. Erwin Buckman, sales representative, C. Schmidt Co., Cincinnati; M. R. Williman, plant superintendent, Williman & Son, Van Wert, O.; E. F. Zuber, sales manager, Far-Zuperior Engineering & Sales Co., New Ulm, Minn.

3. L. A. Bettcher, president, Bettcher-Dieweld Co., Cleveland.

4. H. Smith Wallace, advertising sales, *The National Provisioner*, and H. W. Tohtz, president, R. W. Tohtz & Co., St. Louis.

5. E. A. Thiele, vice president, Kold-Hold Mfg. Co., Lansing, Mich.

6. E. C. Pfaffhausen, Industrial Air Conditioning Systems, Chicago.

7. A. V. Leak, sales manager, Central Ohio Paper Co., Columbus.

8. Norman Gross, Paul Lewis Laboratories, Milwaukee.

9. Dewey Dielenhein, American Packing Co., St. Louis, and Mike Baker, Berth. Levi & Co. Chicago.

10. Karl Heindl, office manager, and C. E. Dippel, president, both of C. E. Dippel & Co., New York City.

11. M. F. Tokach, R. A. Klokner and D. E. Perham, all of Vilter Manufacturing Co.

12. E. T. Beck, B. B. Manon, jr., and H. M. McIntosh, all of the Votator division, The Girdler Corporation., Louisville.

13. George Smale, president, Smale Metal Products Co., Chicago, and C. R. Vann, president, Ohio Natural Casing Co., Newark, O.

14. K. C. Thomson, E. O. Paschke, general sales manager, and J. W. Gorman, division sales manager, all of Archer-Daniels-Midland Co., Minneapolis.

15. Fred H. Wagner, jr., vice president and sales manager, and Stanley Baldwin, Chicago district manager, both of Jamison Cold Storage Door Co., Hagerstown, Md.

16. Karl Schartel, superintendent, J. H. H. Voss Co., New York City.

17. W. H. Riske, general manager, and John A. Fowler, Chicago Caster & Equipment Co., Chicago.

18. Jack Little, advertising manager, Milprint, Inc., Milwaukee.

19. Milford H. Cain, president, Cainco, Inc., Chicago.

20. Merv Phillips, vice president, Griffith Laboratories, Inc., Chicago; H. L. Tucker and Ted H. Broecker, president, both of Klarer Provision Co., Inc., Louisville, and Dick Dwyer, The Griffith Laboratories, Inc.

21. W. D. Donovan and Walter J. Best, both of Best & Donovan, Chicago.

Cry-O-Rap, a special Saran formulation. Also, other items are appearing processed in transparent moisture-proof casings filled by semi-automatic or automatic fillers so as to eliminate the costly weighing operation. You remember the array of cheese in casings I showed you. Here is a well-known sausage manufacturer's answer—roast beef, leona, sousé, head cheese—11 different items in 10-oz. casings. That man doesn't sell sausage. He merchandises it!

Another innovation evolved by a Memphis packer is this pouch containing half a pig's foot in brine, and it is made to sell for 12c wholesale and 15 to 17c retail. We also have two slices of barbecue ham, two cuts of smoked sausage, both of these items packaged like the familiar pickle in brine, in a Plio-film pouch. Many of you have seen the product of one of the large packers—a sheep casing type pork sausage without the sheep casing.

At least 5c a pound knocked off on a familiar item, plus the fact that it is something new for the sales force to talk about. Also, another item—a package of franks with one frank replaced by a tube of barbecue sauce. A gimmick sorely needed by many a lethargic selling group. And here's an idea that is gaining momentum—vacuum overpackaging. A box of drier beef or wieners wrapped conventionally and then the entire unit vacuum packed, reportedly insuring keeping qualities four times the usual tenure.

You need sales stimulants and no matter how unconventional the item it is always worth added volume be-

cause it gives your sales representative a chance to talk to the man he has not been selling. One more red hot idea. Candy bars are successful because they have been made "buyable." They are wrapped cheaply on high speed wrapping machines at about 100 per minute. The cellophane cost of a 24-bar box is about 4½c. Why not make an over-size frankfurter and put a 15c selling price on it?

Merchandising sliced luncheon meat is a problem that has to be handled differently from anything we have spoken of so far. In spite of its perishable nature, we note an increasingly large number of packers prepackaging it. In southern California we counted three of the larger packers servicing, and here in the Midwest, within 150 miles of Chicago, at least ten packers and sausage makers are slicing luncheon meats and servicing markets—some making deliveries every day and others twice a week.

In 1915 when sliced bacon was introduced, people said it had no future; possibly packaged sliced luncheon meats will also live through their condemnation period! In spite of adverse opinions on sliced luncheon meat packaging, we notice a special cold cut slicing machine in the exhibit hall—a high speed unit that sells for about \$4,500. Tying in with this, here is a special loaf mold by Globe, the forerunner of a trend toward longer molds to eliminate costly ends. It is 27 in. long, and others 30 in. long are appearing.

To assist you in lower labor costs a new conveyor is on the market. I think it is in the exhibit hall. It can be used

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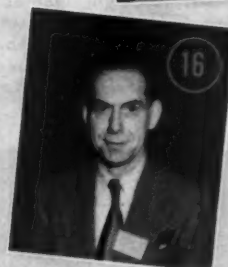
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with conventional slicing machines and it will shingle or slice in stacks of predetermined weight. By having a uniform loaf and adjusting the compensator, stacks of 8 oz. can be sliced and fed automatically to the wrapper. Corley-Miller, Package Machinery and Hudson-Sharp machines are being used most successfully for this type of packaging, which must also have five-sided visibility for ready sales.

We also see vacuum packaging of luncheon meats growing by leaps and bounds. Packaging by this method eliminates the hazards due to light discoloration and aging.

Here is the familiar sliced bacon package and now three or four sausage houses have similar sliced luncheon meat packages on the market. These two packages are the first and second grade lines of one of the large packers. One is the invention of a West Coast packer who developed an operation that will slice and vacuum package 6,000 lbs. of sliced luncheon meat by five girls in an 8-hour day.

**JACK LITTLE:** The sliced luncheon meat is placed in a Pliofilm or Cellophane pouch and fed on a conveyor to a large circular table where there are six or seven vacuum packaging stations. The pouch itself is placed into this station and closes down and as the table moves around, a 29-in. vacuum is formed and the pouch is sealed. It is taken off of the circular table as it gets back to its original position. This closes down and the vacuum is automatically drawn.

**JACK MANION:** The majority of you are not thinking about vacuum packaging. However, you should be looking at the conventional packaged sliced luncheon meat picture. For its success, watch your sanitation. Keep temperatures down. Exposure to light should be kept at a minimum. Handle the luncheon meats as little as possible. Have as short a contact with the heat sealing iron as is possible. Carry no inventory. Then follow your package to the retailer's case and see that he handles it right. Take only orders that you know will be moved into consumer hands immediately. Do like the photo film and milk people do and date the product with a selling date deadline. You will thus build a sound business that promotes your brand name.



#### FOOD PACKAGES GALORE

Jack Manion, manager, meat packaging division, Milprint, Inc., poses with part of display he used in illustrating address.

The United States Department of Agriculture in December published this pamphlet, "Retailing Prepackaged Meats." In one section it shows that actual wrapping labor is costing the retailer 4½¢ per pound. The processor who relieves the retailer of this burden will not only realize more business from the retailer (even if he adds this same labor cost—and it does not cost him as much as it does the retailer) but will build a brand preference because his name is right in the case, on the meat, where it does the most good.

You, as the processor, are better equipped than the retailer. You have more technical aids and knowledge at your disposal. There are several packaging magazines available with ideas

#### LATEST IN PREPACKAGING

Assisting Jack Manion (Milprint, Inc.) in his discussion of the latest meat packaging trends, were chalk artist Jack Little (left), advertising manager of Milprint, and D. F. Houdeshell (at left in right photo). Houdeshell explained the operation of Pack-Rite machine for wrapping bacon. In center photo H. C. Homer, jr., demonstrates the simple System Sheeter machine for cutting wrapping materials.

developed in other industries and many applicable to yours, as well as your own trade publications.

Gentlemen, self-service meats will continue to grow, and you cannot afford to stand by the wayside!

Now for a few words on the package design! Don't rest on the laurels of your old design. Even established lines like Baker's Cocoa and Lucky Strike have submitted to today's mode. Consult a competent designer or your packaging supplier who maintains a staff of designers.

Then remember that after the product is packaged it must be pushed.

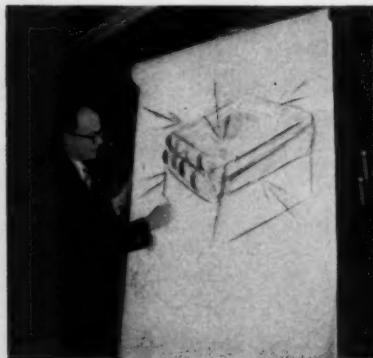
Here is a simple table used very effectively by a Midwest sausage manufacturer to demonstrate his product. Its rustic nature indicates a good old fashioned item. There is a place for warming the samples and also room for a display of the product itself. Another alert merchandiser has a small smokehouse with real smoke coming out of it so as to attract the attention of the housewife and make her remember his product. Here is another idea used by a successful Memphis packer—flying saucers. He had paper plates printed with the legend "Here is your flying saucer. It is good for 10¢ at your dealer toward a pound of our famous pork sausage." He then loaded the plates into an airplane and sailed them out over the city of Memphis.

Those of you who have country territories and stores that cannot afford a butcher, what is wrong with supplying the stores with an inexpensive refrigerator case on a pay-as-you-go basis—a case stocking your products, pushing your brand, serviced by your salesman?

Remember—stop saying "no" until you have looked into this and other sales stimulants very thoroughly. Give your wonderful line the success and "buyability" which vegetables, cheese, soap and other food items have. The best part about today's packaging is that your most profitable items, sausage and smoked meats, lend themselves to packaging more readily than any of your unprocessed, less profitable line.

New ideas; Ingenuity; Packaging; Advertising; Merchandising. Let these be key words for you NIMPA members.

The meeting adjourned at 4:40 p.m.





# SWING OVER TO PATAPAR



for Ham wrappers • Butter wrappers  
Lard wrappers • Sausage wrappers  
Ham boiler liners • Tamale wrappers  
Can liners • Margarine wrappers  
Sliced bacon wrappers  
and many other uses



If it  
calls for Wet-Strength  
Patapar can help you

Patapar Vegetable Parchment is famous for its wet-strength. Soak it, drench it—even boil it. Patapar comes out strong and glistening.

But wet-strength is just one of Patapar's qualities. This unique paper is produced in 179 different types. Each type has special qualities to meet special problems.

Do you want a paper that resists grease? A paper that is odorless? Tasteless? One that is air tight? Patapar can help you. The 179 types fill varying requirements of wet-strength, greaseproofness, opaqueness, moisture vapor resistance, pureness and many, many other qualities.

## Some of its uses

Patapar is wonderful as a wrapper for protecting foods like butter, bacon, fish, cheese, margarine, poultry. It is used for making lampshades, beautiful greeting cards, for rubber mold liners, putty wrappers, artists' sketching pads.

For more information write on your business letterhead for booklet T, "The Story of Patapar."



Patapar Keymark,  
nationally advertised  
symbol of  
wrapper protection

# Patapar

HI-WET-STRENGTH  
GREASE-RESISTING PARCHMENT

Paterson Parchment Paper Company  
Bristol, Pennsylvania  
West Coast Plant: 340 Bryant St., San Francisco 7  
Sales Offices: New York, Chicago  
Headquarters for Vegetable Parchment since 1885

# Gear Policies to The 'Long Pull'

**T**HE convention reconvened at 10:10 a.m., April 12, Fred J. Dykhuizen, president, Dixie Packing Co., Arabi, La., and chairman-elect of the board, presiding.

**CHAIRMAN FRED DYKHUIZEN:** First I am going to call on our general counsel to read to you the resolutions that were passed by the board at its meeting last night.

The association protested against the unfairness of permitting imports of pork products from any Iron Curtain country and went on record supporting the Gillette Bill (S 3055) which would ban import of Polish hams. It also vigorously opposed the proposal recommended by the Republican National Committee for a processing tax on the meat packing industry, on the ground that it would be unfair, discriminatory, confiscatory and otherwise unconstitutional. A third resolution protested the President's recommendation or any proposal which would weaken the Taft-Hartley Act or its administration and others supported the McCarran Amendment and the Hoey Bill which would assure all packers an opportunity to collect subsidy or slaughter payments for the period of price control. The association also authorized the officers and general counsel of the association to oppose any changes in existing regulations under the Packers and Stockyards Act of 1921 which may adversely affect the ability of association members in obtaining their live animals under normally fair and acceptable conditions.

The new officers and directors of the National Independent Meat Packers Association were then introduced. (A list of 1950-1951 officers and directors appears on page 73.)

**CHAIRMAN FRED DYKHUIZEN:** Our first speaker of this morning's session comes to us with a background of experience and education that qualifies him to speak with authority on his subject.

After his graduation from the College of Wooster, O., where he majored in economics, Mr. John W. Mock started in business as a factory laborer. He progressed to production planning and control and on to accounting, cost accounting, office management and management of subsidiary companies for his employing company. Following a leave of absence to take graduate work in finance at the Graduate School of Business Administration of Harvard

university, he was transferred to the sales field. During the depression years he gained direct selling experience in industrial, specialty, distributor and retail sales. Also, he conducted classes for the salesmen of several nationally known corporations, and for five years served on the teaching staff of the Northwestern university evening classes in salesmanship.

As a sales manager, advertising manager and member of the executive committee of the corporations for which he worked, he trained and directed nationally operating sales forces, and installed incentive plans for his sales personnel. He is now an associate of Business Research Corporation, Chicago, and an independent management consultant. He will speak to us on sales problems, salesmen training, planning campaigns and incentive payments.

**JOHN W. MOCK:** As I talk to you members of the National Independent Meat Packers Association this morning I feel that I am among old friends. As a boy, I lived in a section of Louisville, Ky., known as "Butchertown" because it was the location of many small packing concerns. My father had many friends among the packers. His blacksmith and wagon shop served most of them, and I can remember going with him as he called on them frequently. Also, I remember that, to my mother's dismay in those days of inefficient refrigeration, we often came back from these "collection trips" with meat instead of money—the packers weren't all rich, in those days, you see!

I remember, too, that the packers often called personally on their trade. They knew their customers, the "butcher shop" proprietors, and their customers knew them. They knew each other's problems, and enjoyed a happy relationship of mutual respect and cooperation.

Further, I remember that our meat market was the only one in the neighborhood. It was the only store that handled meat, and it handled nothing but meat.

Since those days, what changes have been made! So to find the extent of those changes I did some investigating. A management consultant today, you see, is not a chair-borne theorist who dreams up the answers for clients. The answers are in business and its markets, so that's where we go for the facts that will enable management to build sound

judgment and make wise decisions. Incidentally, in case you are interested in the functions of management consultants, I refer you to a most interesting article in *Collier's* of April 15, 1950 entitled "Adventure in Darkest Washington."

But before going into the results of my investigation, let me express my appreciation to your president, Mr. C. B. Heinemann, and to your associate members, Mr. Irvin A. Bussee and his son Irvin, jr. for their helpfulness. I am sorry that I cannot thank publicly your customers, the retail meat dealers, who spoke to me frankly and sincerely, and to your salesmen who took me into their confidence.

You ask "What's the idea of such an investigation?" Well, if you think back to your school days you will remember that a favorite expression of your arithmetic and algebra teachers was "A problem well understood is half solved." So, to understand your problems, I talked to those who were part of these problems to see what they were thinking.

First, let's take your customers, the retail meat dealers. You already know many, if not all, of their comments, but it might be well to review them:



**JOHN W. MOCK**

He no longer controls his neighborhood trade. In addition to chain store competition, now prepackaged and frozen meats are increasing his complications. . . . To maintain his position in the community, he must meet price as nearly as possible with equal or superior quality. . . . He looks with dismay at chain store "specials," such as ham at 49c a pound when he is paying 48c. He just can't believe that they will take only a 1c margin, even for a "loss leader" and "traffic builder." He feels that the packers should give him "specials" occasionally so that he can meet this type of competition without actual loss. . . . He feels that packers "don't care about small stops" because they don't add enough to their weight quota. . . . He finds that brands help, but he is not prejudiced in favor of size because of more advertising since his customers rely on his recommendations. . . . he wants to buy from salesmen he likes, even when a shade higher, because they keep him informed and protect him against price increases when they can. . . . He won't buy from salesmen he doesn't like, regardless of the company they represent. . . . Generally he makes a new salesman call four or five times before he gives him an order because he wants to see if the salesman really wants his business; he wants to see how the salesman acts when he doesn't get any business; he wants to see if there is a chance to get any price

concessions from an over-anxious salesman. . . . He watches salesmen to see that that don't "overload" him, especially on items they are "pushing". . . . He switches business occasionally "just to keep the salesmen honest." . . . He doesn't mind occasional phone contacts, but he wants to see a salesman regularly and to know that his business is appreciated. . . . He resents packers who "try to run his business for him." . . . He feels that the *Independents* don't try to run his business for him. . . . He watches suppliers' prices to see that they are in line. . . . He feels that his annual volume is important, and that packers should try as hard to keep his business as they do to get new stops. . . . He thinks that your salesmen should be paid on some incentive basis so that they are willing to work harder to help him build his business and thus get a larger share of it. . . . His habit pattern makes him think in terms of MARGIN, rather than volume and turnover; he thinks in terms of the price he paid for what he is *selling* today, not in terms of what he is *buying* today. . . .

Next, let's take *you*, the independent meat packer: You are always fighting the Break Even Point and the need for the volume that will absorb your overhead and give you an opportunity to make a profit. . . . To make a net profit you must balance the sale of close-margin items with the sale of long-margin specialties. . . . You must balance your inventories to give you a satisfactory turnover. . . . You must keep your facilities clear of surpluses for efficient operation. . . . You are selling the man who sells the consumer, so you have two selling jobs: (1) Gaining consumer acceptance on your Branded items and (2) Gaining dealer preference and maintaining Good Will. . . . You must keep your salesmen alert and effective. . . .

Last, but not least, your salesmen: They are "in the middle," between you who want volume and higher profit-margin sales and the dealer who resents "overloading" and "pushing." . . . They wonder how they can spend the time calling on small outlets and try to build future volume and still have the time to cultivate their larger accounts. . . . How they can "push" the specialty items without sacrificing the confidence of their dealers. . . . How they can work for their company's interests and their customers' interests at the same time. . . . How they can build up a territory to the point of getting it to produce nicely without getting transferred to a "dog" and having to start in building that territory all over again. . . . How they can go all out for incentives without having the "rate cut" when their earnings get "too high."

### Importance of Good Will

Now we have a start toward understanding your sales problems, but we have another step to take before these problems are half solved!

How many of you here this morning represent companies that have been in

business for 50 years or more? 25 years or more? Good! With that many "old timers" in my audience I can proceed with the confidence of knowing that I shall have plenty of you agreeing with me! For the rest of my talk is based on the assumption that you are in business for the long pull. That you are not willing to risk your future in order to "make a fast buck"; that you do not operate on the theory that "tomorrow will take care of itself." That you are not in a "one shot" business where you can "sell and run." That you actually do "sell by the year" instead of "by the order," and that a dealer's annual volume of purchases from you depends upon repeat business, and repeat business depends upon good will or "selling goods that don't come back to people who do." So we now have our next step in solving your sales problems: Determining your major objective, which is the measuring of all sales plans against your long term policy, the foundation of which is building and maintenance of the good will of your customers.

To build and maintain this good will you will have to keep before you a selling fundamental that every producer-for-resale loses sight of occasionally in his quest for volume: *your products are actually not sold until they are in the hands of the consumer.* To sell a retailer a large order only to have it "die" in his refrigerator, or to sell him specialty items that don't move in his community not only jeopardizes his good will but also eliminates him temporarily as a customer and increases your credit risk.

### Proposes Three "Yard Sticks"

The answer, I believe, lies in your attitude toward your dealers. If you look at the dealer as a "partner" who helps you move your products to the consumer, and not as a "prospect" who must be sold as much as sales-resistance permits, I can see many opportunities for building sales plans that will help you reach your major objective in line with your long term policy. You can continue to live up to your reputation that "Independents don't try to run our business for us." And you can see, I hope, that all this is a top management responsibility, and cannot be delegated to the sales department unless a representative of the sales department is a member of your policy making group.

So, since every sales activity has its effect upon your long term policy, you management men will agree with me, I trust, that every sales activity should meet at least three requirements:

1. Is it in agreement with our long term policy?
2. Will it promote our long term policy by maintaining and building the good will of our dealers?
3. Will it help our future competitive position?

Now, with these three "yard sticks" before us, let's go on to our first problem of salesmen training, and my first question is: Training them to do WHAT? If your answer is the usual

one: Train them to sell more merchandise, of course! I can only remind you that selling more to a dealer today does not mean that you will sell him more this year, which is in line with your long term policy. So, it seems to me, the objective of your salesmen training must be to teach them how to work with your dealers so that both of you will sell more! But what about the "long margin" and "surplus" items that you have to "push" in order to make a fair net profit? I speak from my own experience as a former dealer when I say that I have yet to find a worthwhile dealer who will refuse to give a salesman a "break" on his entire line if that salesman has worked with him helpfully and conscientiously to their mutual benefit!

### The "Law of Exposure"

Next in importance in your training program, as I see it, is to teach your salesmen to cooperate with management on current problems, many of which are the problems of your entire industry, such as clearing surpluses and moving long margin items.

Lastly, you should teach your salesmen the importance of coverage—the "Law of Exposure" in selling; that the more times a salesman exposes himself to business intelligently, the more business he will get. Or, to quote a stock phrase, "you gotta make calls to get results."

Well, how are you going to train your salesmen to do all these things? As Mortimer Snerd of radio fame says, "It ain't easy!" But, as many companies will tell you, "It ain't impossible" either. For, if you (1) teach your salesmen to understand the retailers' problems so he can "talk their language," and if you (2) teach them to understand your industry's problems so they will see management's point-of-view and why competition does the crazy things it does, and then if you will (3) teach them to face their own problems and cultivate good work habits to eliminate waste travel-time and good selling habits to eliminate waste store-time, you will have a sales force that can't be stopped! Again, speaking from long experience, let me assure you that having such a sales force is well worth the time and attention of top management and all the effort required in achieving your long term policy objectives.

And how long will such a training program take? From now on! Training is not an occasional process—it is a continuous process. It need not be elaborate or expensive, but it must be coordinated with your other activities and your specific problems, and its benefits cannot be overestimated.

Next, planning campaigns. These are generally in the form of contests, as far as the sales field is concerned, so in view of our time limits, I am going to include this with our final problem of incentive payments.

An incentive can be defined as something that stimulates toward greater



effort. The Latin word from which "incentive" is derived means to "strike up the tune," or, you might say, "strike up the band." You will agree with me that there is not one of us who can resist stepping higher and faster when we hear a band strike up a stirring march! Your incentives should have an equally stirring effect, and the question is: What kind will have this effect?

To broaden your thinking on this subject I recommend a very excellent book, "Why Men Work," by Alexander Heron. Also, I suggest you consider the results of a recent survey of employee attitudes made by Sears, Roebuck & Co. and reported by James C. Worthy in the *Harvard Business Review* for January, 1950. Quoting from a summary of this report: "... the findings, covering several hundred operating units and over 100,000 employees, indicate that economic values as such—pay rates, hours, working conditions and so on—play a secondary role only, and that employees respond primarily to management attitudes." As the surveys by Elmo Roper and other experts reveal, the major desires of your employees, including your salesmen, are for security, opportunity and recognition first, then money. But, Dr. Albert E. Wiggam points out, on the other hand, that "nothing makes people work like money." So, to be on the safe side, be sure to include both the psychological and the material aspects in consideration when planning your incentive program.

### Incentive Payments

Above all, keep in mind that salesmen, like most of us humans, are short sighted. They think of themselves first, and then of you! So, in setting up your incentive plans you should keep in mind that salesmen may strive so hard for incentives that they will "press for sales" regardless of tomorrow's consequences, and thus lose the confidence and good will of the customers on whom you depend for your long term policy.

You will pardon me, here, if I put in a plug for the services of the management consultant. Through his wide experience he can protect you from serious mistakes and the pitfalls of unwise incentive plans. But, more important still, you can blame him for everything when the screams, which are sure to follow the installation of any new incentive plan, are heard! He makes it easy for management to "save face" until the sales force can actually see how it gains by a well engineered incentive program. For short term campaigns, merchandise prizes are usually most effective because this brings the "little woman" into the picture. A wife can be a powerful influence toward getting her salesman-husband to exert greater effort so they can get that new radio or floor lamp or electric clock that she sees in the prize catalog! There are companies who specialize in this field.

Now, I've talked to you without being too specific this morning, I know. But I am somewhat in the position of your tailor. Suppose you and several



**DOUGLAS DELANOY:** In my preliminary discussions with Mr. Heinemann as to the subject of the talk, he said he was primarily interested in having someone point out the very low profit margin in the meat packing industry compared with other industries and, to paraphrase his words,

of your friends went to him and said, "We want to buy one suit and take turns wearing it." Imagine his dismay when he notes that you boys weigh from 125 to 250 lbs., vary in height from 5'2" to 6'2", and finds that one wants the suit for full dress, another for sportswear, another for business and another for working in the garden! For me to recommend a "suit" that would fit all of you and your individual specifications and needs would not only be unwise, it would be downright dishonest! Your "suit" must be "tailor made" to fit your management; your personnel; your business. As management men you must see that the "measurements"—all the facts involved—are accurate and that the finished product will "fit" your long term policy.

But, if you keep in mind that a "problem well understood is half solved," and that you are in business for the long pull, there is no personal problem that can't be solved successfully. And, if you will support your association and its president and officers in their activities on your behalf there is no industry problem that can't be solved successfully. And then you will move forward together to a new and brighter future of glorious achievement.

**CHAIRMAN F. J. DYKHUIZEN:** Our next speaker is Douglas Delanoy, who is a graduate of Princeton University. He served in World War I and has been in the business of finance ever since. Most of his activities have been along the lines of developing research material from the sales promotion angle. For over nine years he has been connected with the securities research division of Merrill Lynch, Pierce, Fenner & Beane, and he is an industrial specialist. This means he has the responsibility of keeping posted on the relative attractiveness of securities in certain groups of industries.

The industries for which he is presently responsible are beverages, confectionery, sugar and food processing. The latter group, of course, includes meat packing companies.

# Are Low Industry Profits Necessary?

"give the boys the works about their low profit margins and suggest some remedies."

Let's get on with the more than painful part of this talk first and have a look at the question of profit margins. For purposes of comparison, we have taken various subdivisions of the food processing industry and allied industries. We did this because we don't believe there is much sense in comparing food processing with the feast and famine industries. In the railroads or the steel industry or chemicals or pharmaceuticals, for example, the boys have to make a lot of money when the going is good to weather the long lean years ahead. The chemical and pharmaceutical companies are not good for comparison because their business is constantly undergoing change. New and wider profit margin items are constantly being substituted for old, and research is constantly broadening the field of activity.

You have the same thing in the food processing industry, but to a considerably lesser degree. By and large, food consumption on a tonnage basis remains relatively constant in relation to the population. The main difference is that people buy items of better quality with a bigger profit margin when they have more money to spend.

In the last analysis the food business is a volume tonnage business for the principal items of essential commodities. This means considerable similarity in the main items and split penny price competition. The result is that profit margins are relatively low with the advantage going to the more efficient processors and merchandisers. There is, of course, the important consideration of above-average ability to pre-judge market potentials and the trend of costs and prices.

For our exhibit, we divided meat packers into two groups—larger packers and smaller ones.

From the larger packers we selected Swift and Wilson because their book-keeping practices are more conservative in comparison with Armour and Cudahy. From the smaller packers we selected Hormel, Morrell, and Rath as representative concerns.

The composite figures show profit margins in every case before special reserves and they show profit margins both before and after taxes. The larger meat packers netted 1.4 per cent on sales in 1946 and in the good year of



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1947 they got up to 1.7 per cent. In the tough years of 1948 and 1949 their profits ran 1 per cent.

The smaller packers did considerably better than the larger concerns in 1946 but the contraction of their profit margins has been at a faster rate since then, with the result that in 1949 they earned 0.6 per cent net. You are all a good deal more familiar with the reasons for this than I am, so with your permission I'll skip on.

Next I think it would be in order to take up a couple of industries which are either big users of your products or competitors with some of your by-products or both—that is to say, soap and vegetable oils. The soap composite includes Procter & Gamble and Colgate. You will note their profit margins are four or five times as large as those of the big meat packers. They have had no picnic, either, in the last few years due to wide fluctuation in fats and oils and due to the fact that they must have large stocks on hand at all times in order to stay in business.

When these companies were reporting to stockholders in 1946 and 1947 and 1948, they were setting up large reserves against expected price declines of raw materials, and more recently they wanted to throw these reserves back into bolstering a net income. But new accounting practices prevented them from doing that. So the figures show these profit margins disregarding all reserves and reserve credits. Their profit margins were about cut in half from 9 per cent to 4.4 per cent between 1947 and 1949.

During the years reported, these two companies were probably doing better than they would have if Lever Brothers had been giving them the competition of which it is, no doubt, capable. Whether the new management of Lever Brothers can gain ground against the rest of the trade from here on remains to be seen.

### Vegetable Oil Processors

Now for the vegetable oils. The companies now are Wesson Oil and Kellogg's. They both had large non-recurring inventory profits when price controls went off so profit margins almost doubled from 3.9 per cent to 6.8 per cent in 1946. Since that time, these companies have been plagued with a large gyrations of fats and oils markets and their most recent problem has been recurring squeezes between price supported oilseeds on the one hand and prices for oils and by-product meals on the other, and that squeeze at times has been so severe there was very little money in anything except the most efficient operation. Even at that, the 1949 profit margin was around three and a half times as large as that of the meat packers.

You will notice that all of the industries I have taken up so far involve two things in common. One is the relatively large seasonal inventory commitment which, of course, means a slower turnover and the resulting un-

avoidable element of inventory risk. That, of course, includes the canners, which we consider next.

Canners do a certain amount of non-seasonal business like pork and beans and chili con carne where they make commitments from hand to mouth. It saves on items like vegetables and fish in which you must make commitments in advance and hope you can sell the stuff out over the ensuing 12 months. Being under-packed on any particular item is sometimes almost as painful as being over-packed.

During the war the canners had a

ther contraction. In fact, Libby's has already shown further contraction.

The 1949 profit margins were almost four times as large as those of the larger packers. The industries we are coming to now do not have much of an inventory problem, but they have plenty of problems as do the packers. Our dairy composite is made of Beatrice, Borden and National Dairy. As you see profits have ranged in the last four years between a high of 4 per cent in 1946 and a low of 2.6 per cent in 1948. In 1948 milk prices and milk product prices advanced earlier in the

## PROFIT MARGINS OF FOOD PROCESSORS AND RELATED INDUSTRIES

Composite Sales and Earnings (Before Reserves and Reserve Credits)  
(000's Omitted)

		Fiscal Years Ending			
		1949	1948	1947	1946
LARGER MEAT PACKERS (Swift, Wilson)	Net sales	\$2,922,531	\$3,065,779	\$2,987,061	\$1,748,936
	Pre-tax profit	52,709	65,442	53,822	45,684
	Pre-tax prof. margin	1.8%	2.1%	1.8%	2.6%
	Net profit	30,410	34,592	49,784	24,707
	Net prof. margin	1.0%	1.1%	1.7%	1.4%
SMALLER PACKERS (Hormel, Morrell, Rath)	Net sales	741,509	747,320	718,680	379,877
	Pre-tax profit	5,994	12,352	14,125	11,940
	Pre-tax prof. margin	0.8%	1.7%	2.0%	3.1%
	Net profit	4,251	7,648	9,084	6,711
	Net prof. margin	0.6%	1.0%	1.3%	1.8%
SOAP (Procter & Gamble, Colgate)	Net sales	900,008	944,026	793,307	456,206
	Pre-tax profit	61,143	118,958	117,250	59,690
	Pre-tax prof. margin	6.8%	12.6%	14.8%	13.1%
	Net profit	39,731	72,976	71,388	39,054
	Net prof. margin	4.4%	7.7%	9.0%	8.6%
VEGETABLE OIL (Archer D., Spencer K., Wesson Oil)	Net sales	578,762	688,525	628,735	383,157
	Pre-tax profit	35,755	61,815	73,701	28,024
	Pre-tax prof. margin	6.2%	9.0%	11.7%	7.5%
	Net profit	20,434	30,538	42,711	14,963
	Net prof. margin	3.5%	5.7%	6.8%	3.9%
CANNERS (Calif. Pack, Libby, Stokely)	Net sales	417,802	390,392	385,490	301,940
	Pre-tax profit	28,405	33,594	34,749	10,408
	Pre-tax prof. margin	6.8%	8.4%	9.0%	3.4%
	Net profit	16,402	20,647	21,442	11,293
	Net prof. margin	3.9%	5.2%	5.6%	3.7%
DAIRY (Beatrice, Borden, National Dairy)	Net sales	1,703,638	1,817,712	1,610,328	1,326,974
	Pre-tax profit	98,047	77,148	79,362	80,793
	Pre-tax prof. margin	5.8%	4.2%	5.0%	6.1%
	Net profit	50,827	48,010	48,816	52,462
	Net prof. margin	3.0%	2.6%	3.0%	4.0%
BREAD (Continental, Ward, Furity)	Net sales	301,838	321,895	299,855	232,494
	Pre-tax profit	18,669	25,408	18,973	24,526
	Pre-tax prof. margin	6.2%	7.9%	6.3%	10.5%
	Net profit	11,638	15,324	11,556	14,777
	Net prof. margin	3.9%	4.8%	3.9%	6.4%
BISCUIT (National, Sunshine, United)	Net sales	434,020	466,002	438,522	357,401
	Pre-tax profit	57,959	56,190	57,061	47,295
	Pre-tax prof. margin	13.3%	11.5%	13.1%	13.2%
	Net profit	34,815	33,337	34,075	27,861
	Net prof. margin	7.2%	6.9%	7.8%	7.8%
PACKAGED FOODS (General Foods, Best Foods)	Net sales	504,514	505,606	483,183	388,562
	Pre-tax profit	50,902	55,415	40,790	40,197
	Pre-tax prof. margin	10.1%	10.9%	8.4%	10.3%
	Net profit	32,152	34,005	25,062	24,137
	Net prof. margin	5.7%	6.0%	5.2%	6.2%
CORN REFINING (Corn Products, Penick & Ford)	Net sales	182,072	212,787	242,200	166,066
	Pre-tax profit	20,689	20,978	35,926	26,855
	Pre-tax prof. margin	11.4%	9.9%	14.8%	16.2%
	Net profit	16,546	14,960	20,376	15,923
	Net prof. margin	9.1%	7.0%	8.4%	9.6%
FLOUR MILLING (Flour Mills of Amer, Tex-O-Kan)	Net sales	197,558	214,187	123,243	81,349
	Pre-tax profit	3,480	6,643	8,883	3,790
	Pre-tax prof. margin	1.8%	3.1%	7.2%	4.7%
	Net profit	2,235	4,162	5,355	1,613
	Net prof. margin	1.1%	1.9%	4.3%	2.0%

field day. Canned goods were strictly rationed on anything sold; with the return of ample supplies, competition has become fierce. Consumer acceptance of product, merchandising ability and management judgment are the things that count now. The canning companies in the composite report are for Libby's and Stokely's. You will see the controls widened profit margins but they have been declining rather quickly.

In 1949 profits were down to 3.9 per cent and reports of fiscal years ending early in 1950 will probably show fur-

ther contraction. In fact, Libby's has already shown further contraction.

More recently government price support policies involved locking up butter and milk powder—prices which ignore the habitual seasonal fluctuation in the price of milk. My crystal ball does not tell me what the result of this will be, but I don't like it. Nevertheless, in this day of regulation and control we have to be realistic and operate the best way



we can under conditions as they exist. The larger and more diversified dairy concerns have been concentrating their energies upon diversifying as much as possible away from fluid milk.

All in all, 1949 might be a fairly representative year and the profit margin of 3.5 per cent earned in that year is pretty good and will probably turn out to be better than in 1950. At that, it is three and one half times as wide as that of the larger meat packers.

We now subdivide baking into bread and biscuits. The bread bakers' wages are rather high for the food processing industry because of the large force employed in delivery and distribution, and because it has not been possible to mechanize bread as fully as in some other industries. Over a number of years about 4 per cent net seems to be a reasonable profit margin for bread makers and that they realized in '49.

Biscuit companies have a certain advantage because biscuits keep longer and can be shipped farther. They lend themselves to efficient distribution methods. Our biscuit composite includes National, Sunshine and Uneeda, but the profit margins have narrowed to around 7 per cent. To the average meat packer that would look like fantastic results.

### Baking Industry Problems

But all is not easy sailing for the biscuit makers by a long shot. Biscuits are not a strict necessity. They sell faster in good times. Moreover, companies are always subject to severe competition in the faster selling items in local and chain store baking.

The package foods composite includes Best Foods and General Foods. The lifeblood of the packaged foods industry is product and market research. After a certain number of years, an item that is successful is widely copied and becomes more or less a commodity and subject to the lower commodities in competition and profit margins.

So the companies try to develop a newer and wider profit margin on items to keep the overall margin up.

There are installations which are expensive and there are shutdowns over weekends for cleaning and repairs and, incidentally, to save overtime. When corn was scarce and hard to get, some companies were hard put to it to keep their plants running. In fact, there were numerous periodic shutdowns in the industry. Moreover, a high priced corn-made product was relatively high priced in relation to competing products. High priced corn is what accounts for the low profit margin in 1948 as opposed to other years when the figure ranged between 8.4 per cent and 9.6 per cent. Profit margins like these look even more fantastic to the meat packer than those of the biscuit companies.

In the last of our profit margin roundup, we come to an industry that has been having a really tough time lately. Normal operations are about 60 per cent of capacity. That is down from a wartime and postwar peak of 100 per cent of capacity.

The trouble in the flour business is that there is a lower demand for flour for export. Millers' profit margins are never very high because of our old friend, lower commodities, but the millers can normally do a pretty good job of hedging to protect their profit margins. Nevertheless, we often have a situation where only the efficient can make money and others have to do the best they can.

Big companies like General Mills and Pillsbury long ago recognized that flour milling would never be unusually profitable and for years they have been stressing diversification. This has gone so far we classify them more as foods instead of milling. For our composite the flour millers we took were two out and out flour mills—American and Texocan. You will see that the margin more than doubled.

Following the decontrol of prices, margins have been shrinking steadily so that in 1949, in the fiscal year for that time, they were down to 1.1 per cent or only a shade better than the meat packers were doing.

I haven't told you anything up to now you don't already know; namely, that meat packing profit margins are about as low as you can find anywhere. But I hope that you have found some of these details that we've covered interesting.

Now I've reached the place where I'm getting myself really on the spot in a big way by telling you about your own industry. Let me tell you right now, it is from people like you, with lifelong experience, that I am trying to learn more and more every day about the meat packing industry. You've probably forgotten more than I'll ever learn if I go on working on this industry for another decade. But in any event an outsider's view is sometimes interesting, and I would like to tell you how your industry looks to this particular security analyst.

### The Meat Packing Industry

Meat is highly perishable; it has to be sold fairly promptly regardless of prices, because of deterioration and shrinkage. The market for meat products is highly competitive, and selling competition is intense.

Livestock, after reaching the more efficient and economic weight ranges, has to be sold promptly for the simple reason that beyond a certain point animals being fed eat more than they are worth. Packers have to buy livestock competitively in the open market, and as we have said, they have to sell at competitive prices. Thus it appears to us, looking at it from outside, that earnings over the year, for these reasons, have been quite variable, and depend, to an important degree, on factors that are largely beyond the control of the packers themselves.

It looks to us as if the ideal operating environment is one in which plenty of livestock is available for processing, prices are low enough and consumer purchasing power is high enough to

assure volume consumption. Obviously, the coincidence of all these factors can only occur at intermittent periods.

In normal times, high meat prices do not necessarily mean good earnings for the packers, for rather they mean that packers are paying high prices for livestock, because it is in limited supply. This means operations below capacity, near the break-even point.

Moreover, unforeseeable occurrences, like insufficient feed supplies or droughts, cause too much livestock to be rushed to the market at once. This is likely to produce a glut; and packers generally do not do too well under these conditions because meat prices tend to come down faster than the animals can be put through the plant. The aftermath of a situation like this is also likely to be unfavorable, because of the necessarily slow cycle of livestock production.

Now, meat packers, in proportion to their size and scope, engage in a wide variety of related items, providing diversification. But it is our observation that these operations are nothing to get unduly excited about, because it is hard to see how the earnings derived from them can be important enough to overshadow or offset the earnings derived from meat processing.

Rather, these diversified operations are born of necessity to stay in a competitive picture, to utilize everything, do everything possible to recover the fullest value out of every last ounce of fat, glands and offal.

### Importance of By-Products

The larger concerns who are engaged in this, it seems to us, are providing a valuable service to the public and to the meat packing industry generally in utilizing these by-products efficiently, and consequently creating a demand for them that can be taken advantage of by people who have these things to sell, but don't want to try to make all the money by trying to process them themselves.

Now here is the way we've been talking about the meat packing industry to investors, in recent years.

In general, meat packers report only once a year, and this leaves the field wide open for a lot of guesswork and speculation. We security analysts appreciate quarterly reports, as initiated by Armour. I profoundly hope more companies will follow suit. There is nothing like frequent factual information to make for better understanding of securities on the part of investors, and better understanding makes for more consistent market performance of securities.

But until now all we've had is a vast amount of statistical information to show us what has happened in the past.

When the investor studies the industry now to see how it looks and tries to peer into the future, the best official information that he often has from a given company is almost a year old. It is perhaps for this reason more than any other that meat packing stocks gen-



erally have traced a rather volatile course marketwise, reflecting all the native fears and hopes, and often a great deal of undue pessimism or optimism based on misinformation and rumors.

In any event, meat packing equities seem suitable only for temporary commitment. The best thing one can do is to attempt informed speculation and buy them when they seem low, if basic conditions seem right. Conversely, it appears to us that discretion is the better part of valor, and the investor had ought to let somebody else carry the stocks when they become active and popular and consequently have tended to go up considerably in price.

My organization has an elaborate set of price indexes covering some 112 industry groups; and the meat packing industry is one of them. We also have index ratios showing exactly how a given group has performed. I'm talking about the prices of the stocks in relation to the market as a whole—whether the trend is better than that of the market, or worse than that of the market, and how long this trend has endured.

These charts show that meat packing stocks in general have fluctuated rather widely around a mean which is fairly closely related to the performance of the general market itself.

### Meat Packing Stocks

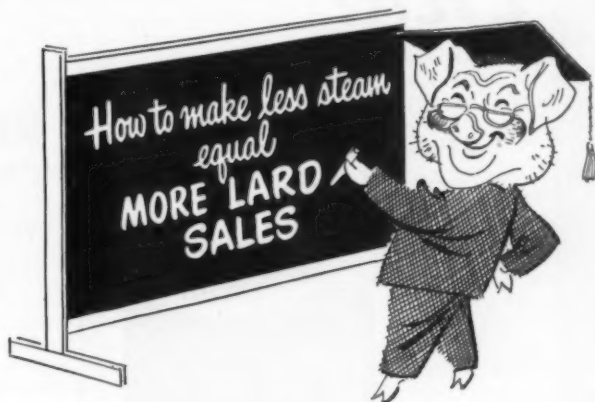
It is difficult for us to envisage any long, sustained, above-average price performance in the stocks of this highly-competitive industry. At least one stock is that of a company with such a long and impressive record that we rate it as of investment caliber. This, of course, is Swift & Company; and we've been telling people if they are interested primarily in relatively liberal and well-maintained dividends, rather than substantial price appreciation, this stock can be held over a period of years and in the confidence that one or two bad years that are likely to crop up from time to time will be offset by three or four, or more, good ones.

Certain of the smaller, more specialized, more closely-knit concerns approach this quality. It is to be hoped that as time goes on, more and more companies will have entrenched themselves financially to a degree that will get people to trust, confidently, that one or two bad years can be successfully weathered and reasonable dividends maintained in the bad times, even if not earned.

To anyone like myself, looking at the meat packing industry from the outside, and realizing the valuable service it performs, and the difficulties under which it operates, the main thing that comes to mind is admiration for the people in it, and the jobs they are turning in under the circumstances.

If we take a look at countries in the world with a good livestock population, we find they are generally prosperous countries, enjoying a good standard of

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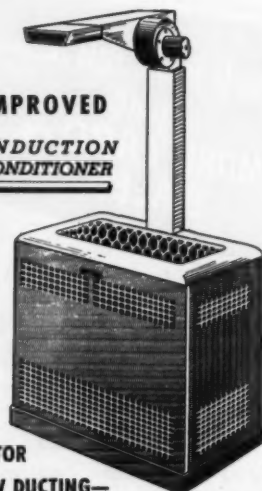
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living between wars and other cataclysms. If there is any more valuable way to store wealth, consume by-products of industry, return fertilizer to fields, preserve valuable grasslands, prevent erosion and keep down floods than a good livestock population, I would like to have somebody tell me what it is.

All of this talk we heard during the war shortages of grain, about the number of humans you could feed direct with grain, and the ways and means of doing it, and the waste and expense of feeding animals first, and then eating the meat, left me cold. I once heard somebody say that there are not many jobs in a bowl of rice, but just think of all the jobs in a cut of meat, a cake of soap or a dish of ice cream. I note, with gratification, that the government policies in recent years seem to be directed along the lines of fostering the livestock population. You people are the intermediaries, providing the valuable service in giving the farmer a market for his livestock production on the one hand and supplying the consumer with valuable foods and by-products and life-saving glandular extracts on the other.

I find there are only six industries out of some 180-odd industries, which had added value by manufacture of more than \$100,000,000 a year, according to the 1947 census—only six industries that exceeded the meat packing industry in this added value figure. These are, in order of their importance—motor vehicles; steel works and rolling mills, taken as one; cotton textiles; sawmills and planing mills, taken as one; petroleum refining, and newspaper publishing.

If we look at sales volume at the retail level, we find meat products very close to, if not, number one on the list, particularly if we look at the picture over a long period of time.

### Outlook Appears Bright

There are a lot of things to recommend meat packing as a business in which to engage. The war and higher living standards, particularly in the low-income group classification, made a lot of new, and we're sure, permanent customers for quality meat products.

Meat is without doubt the most important item on the menu. The housewife sees what meat is available first, and then builds the rest of her meal around it. When we go into a restaurant, the first thing we look at is the entree. As near as humanly possible to predict anything with confidence, the prediction can be safely made that Americans will buy as much meat and the best kind of meat that they can afford, and that they will keep on doing so.

Now as to the immediate outlook for the meat packing industry.

It seems to us that basic conditions have taken a decided turn for the better. Both 1948 and 1949 were tough years. Strikes and two severe price breaks hurt the packers in those years. Meantime, hogs have come down to a

price where pork is such a good buy that we are up to some 70 lbs. per capita consumption on an annual basis. In fact, I believe that recently, for a brief period, consumption reached an 80-lb. per capita rate on an annual basis.

The meat packing industry has done a superlative job in recent months in getting people to consume more pork when it was plentiful and attractively priced. The terrific campaign has paid off in keeping inventories low and bolstering profits. The public has been well-served by being induced to consume larger quantities of reasonably-priced food.

### Pork Vastly Improved

From the latest government information released, we can assume, with confidence, that the last six months have been a profitable period for the meat packing industry. The outlook for pork products and for the diversified lines I mentioned before is probably good. It is certainly vastly improved over what it was a year or two ago.

Beef seems still relatively high-priced, and there is probably some further downward price adjustment due here. But it should not be too sudden and too severe; and the relatively rapid turnover of meat items should enable experienced meat packing management to make out all right.

Looking at the prices of the various meat packing equities, and the levels at which they are selling, it seems to me that these prices rather fully discount the difficulties of the industry in the last two years, and perhaps do not adequately reflect the basic improvement in conditions in the industry.

Now, we've seen that meat packing profit margins are low in relation to other segments in the food industry. We have seen that the outlook is for well-maintained volume over the foreseeable future. We've seen that meat packing is a big and important business and is likely to continue so.

What, if anything, can be done to improve these profit margins?

Now I'm *really* on the spot—but I'm going to try to make a few simple suggestions.

### How to Improve Margins?

In the first place, my own industry is that of financing and brokerage and securities and commodities, and is probably an even lower profit margin industry than meat packing. It is also subject to a great many factors beyond the control of those of us in the industry.

The most important of these factors is the activity and trends of the various markets which are influenced by public psychology; and this is affected by fears and hopes as to the future.

Like you, we are buying our merchandise as securities which we expect to re-sell to the public, in fiercely-competitive markets. We sit up nights to bid a penny or so more than the other

fellow, working for a gross profit margin sometimes less than half of 1 per cent, in situations where the unexpected turns of events could easily decrease the value of our merchandise overnight.

Our overhead is fairly rigid, as we have to maintain services adequate to handle the business we expect to do. It costs my firm some \$70,000 a year just to open its doors, and it takes a large volume of securities, at low profit margins, to carry the freight.

What do we do to pay the freight, and then some?

In the first place, we try to give the best possible service, and we do not undertake anything unless we think we have the service to back it up. Relatively small financial houses make a very good living by specializing in a few fields and doing this well. We maintain an intensive, never-ceasing internal check to find out what is the matter with the relatively unprofitable lines and services.

### Realistic Market Appraisal

How could this line of thinking apply to the meat packing industry?

It may very well be that low profit margins, in addition to being the result of conditions beyond the control of management are also the result of some conditions within the control of management. In other words, maybe some concerns are trying to spread themselves too thin, and in doing so they are draining away financial resources from the lines or markets they are best equipped to handle, to bolster too wide a field of operation that a realistic appraisal might reveal would be much better given up, at least in part.

It seems to me that members of your association can't possibly hope to approach the diversity of the larger concerns. Let those larger concerns work for you in creating a demand to produce dairy glands, ox bile and so on, and concentrate on the products and markets where you know you are doing the best job.

To a layman it seems possible and likely that a good demand can be built up for a premium-priced item if the quality is really there. The local, independent retail store is putting up a stiff competition with the large chains on the basis of personal service and catering to the quality-conscious customers.

Volume business on a price for other than the quality business basis will always be there for the concerns who want to go after it, but is that the kind of business in which the smaller meat packer is best equipped to compete? I think not.

It is not easy for me to admonish you to raise your profit ideas and become more profit-conscious, when you're naturally in business to make profits. But I do believe this is a psychological aspect that should be stressed. A man is worthy of his hire, and so is an industry; yet your industry is not getting



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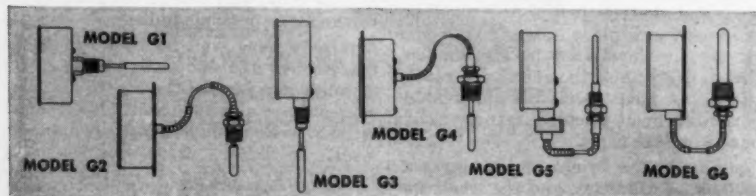
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2. Sylvan E. May, Patent Casing Co., Chicago, with Dave Falk, Dave Falk, Chicago.
3. W. F. Kerchenfaut and George C. Derkers, sales representatives of Cube Steak Machine Co., Needham Heights, Mass.
4. Sam H. Turvey, partner, Turvey Packing Co., Blackwell, Okla., with Maynard Ackerman, and Sydney X. Goldfarb, Cincinnati Cotton Products Co., Cincinnati.
5. Joe Mellon, French Oil Mill Machinery Co., Piqua, O.
6. Maynard Ackerman and Frank Luebke, Cincinnati Cotton Products Co., Cincinnati.
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10. Charles Hess and Harold Mitchell, Speco, Inc., Chicago.
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12. R. H. Starr and Walter B. McCray, Koch Supply Co., Kansas City, Mo.
13. Robert Ascher, R. K. Deutsch and G. E. Harris, L. D. Schreiber Co., Inc., Chicago and Green Bay.
14. B. E. Hiles, sales manager, hotel and industrial division, Aluminum Cooking Utensil Co., New Kensington, Pa., with Harvey W. Wernecke, vice president and manager, advertising sales, The National Provisioner.
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17. R. J. Darby, sales representative, and Ben Bolz, assistant superintendent, B. H. Bunn Co., Chicago.
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19. Murray H. Watkins, Watkins & Potts, National Stock Yards, Ill., with T. O. Lester, Kold-Hold Manufacturing Co., Lansing, Mich.
20. J. H. Downer and B. R. Taylor, Exact Weight Scale Co., Columbus, Ohio.
21. D. W. Derstine, factory manager, and W. J. Harbers, president, W. J. Harbers & Co., Telford, Pa.



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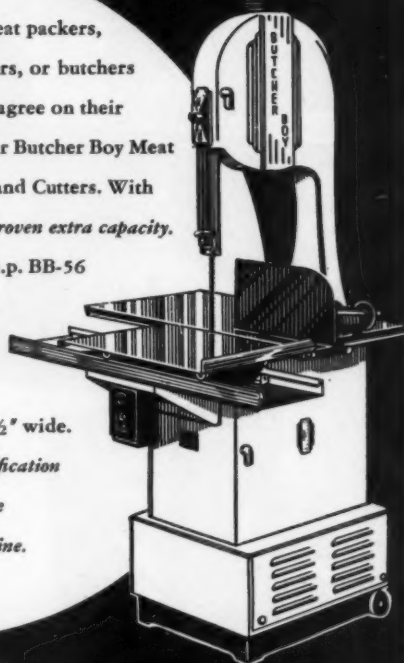
Heavy-Duty Chopper (left) with a capacity of 4500-5500 pounds per hour; and the B-16 Cutter (right)

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of all the members of your important industry.

You packers have got your daily worksheets and your daily cutout sheets on your desk before you, showing the spread between livestock cost and the current market for your products. Might it not be a good idea to have another column besides those—prices showing what you should get to raise your profits from, say, 1 per cent to, say, 3 per cent? I believe it would have a psychological value at least to help you individually towards collective thinking for more profit.

It seems to me, as an outside observer, that many packers in their desire to maintain and hold their percentage of livestock slaughtered by them, buy livestock at times when prudence tells them they should be lightening their activity.

I quote from your bulletin, dated February 21, 1950, and this advice coming from one of your own members seems to me can hardly be improved upon:

"If packers don't get profit-conscious and build up working capital to make themselves strong financially, they might be in a bad way if we should run into a depression with fierce competition making it impossible to make profits.

"If packers try to make profits on all of their business, instead of being greedy and taking business for the sake of getting it, regardless of profits, they should do all right."

**F. J. DYKHUIZEN:** The next speaker is Frank A. Mayer of H. J. Mayer & Sons Co., Chicago. For the past 25 years he has been connected with the meat packing industry, specializing in the sausage and the processing side of the business, including smoking, curing and loaf-baking. He is a graduate of the Mink's Fleischerschule at Leipzig, Germany.

As one of the principals of his concern he has acted as consultant to packers and sausage manufacturers. In this activity he has travelled the entire United States and Canada, and has visited and worked with the majority of the establishments of the industry.



## Good Meat is Basis for Good Sausage

**FRANK A. MAYER:** The problem of sausage covers a very wide field; for me to get up here and say that I am going to tell you how to eliminate all your problems in 15 or 20 minutes is, of course, an impossibility. I have, however, a few figures that I think will be of interest to you.

Last week we received a letter from one of our accounts in which he told us that he was sending in a sample of pork sausage. He wanted to know why the protein content of this pork sausage was always so low, whereas some of his competitors ran anywhere from 4 to 5 per cent higher.

We picked up from retail stores some samples of the various brands of pork sausage manufactured here in Chicago—all by government-inspected houses—in order to check their protein contents. Here are the figures we found on analysis of the sausage:

Number 1 was 9.975; Number 2 was 10.5; Number 3 was 11.1125; Number 4 was 14.437; Number 5 was 9.625; Number 6 was 9.375, and the last one was 12.3375.

When we checked over these figures and told this packer about them, he wanted to know why. He indicated that he works under the same regulations as these other companies; he uses the same kind of pork, and he cannot use adulterants in his sausage. Why should there be such a difference?

In order to find the answer we referred to a book published in 1937 by a man named Winton, a state and federal chemist, called "The Structure and Composition of Food." Here is what

we found in that authoritative source:

The variation of pork shoulders runs from a minimum of 9.4 to a maximum of 17.4 per cent, with an overall average of 13.3. Pork hams run from a minimum of 9.9 to a maximum of 30.2, and average 15.7. I'm just giving you a few of these figures to give you an idea how these things happen. Pork trimmings have a minimum of 3.7; maximum, 6.7; average, 5 per cent.

Evidently this man's competitors have been using quite a bit of ham meat, perhaps from rough sows, in order to bring up the protein content.

Then we must take into consideration the type of animals that we are using and the trimmings that we are getting from them in the sausage kitchen itself. Down in Florida and in the surrounding states you have grass-fed cattle. Naturally, the moisture in these animals will not permit the trimmings themselves to absorb and hold the moisture as they would if the cattle came from the plains states, where they are grain or grass-fed. The same is true with hogs. You have oily hogs, peanut-fed hogs and also grain-fed hogs.

All these things combine in the sausage and will cause a lot of trouble one way or another if they are not handled properly. Moreover, when the sausage gets into the making, you have many different kinds of operations with which to contend.

The man at the grinder must naturally keep that grinder running full so that it does not run hot. The same is true for the sorter. You must have a man on the sorter who knows the texture of the meat, and what to do with it. The man at the mixer should not over-mix it. The man at the stuffer must see that he stuffs the sausage the way it is supposed to be—to fill up the casing and get the maximum amount of meat into that casing. The smokehouse man must watch to see that he brings out the proper color, and that the fixation is right, before it goes into the cooking tanks.

At the cooking tanks, the operator may be rushed a little bit, and figure, "Well, 142 is just as good as 146—what the hell, nobody can check on me." That may be true, but inside of a week we all know what happens.

All of these things must be combined to produce what we call sausage.

Everything goes along fine for a



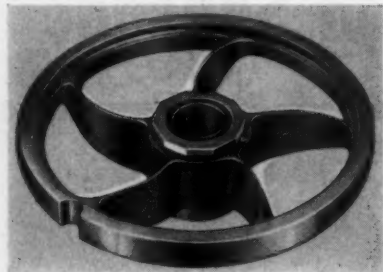
### NOTHING TOPSY ABOUT TURVEY

Pleasantly surprised, Sam H. Turvey, jr., partner Turvey Packing Co., Blackwell, Okla. accepts golf clubs presented by A. H. Noelke at MISEA's cocktail party. Man with bow tie, who thought he had winning ticket, returned to his drink when the first draw was adjudged a dry run. Adele Conroy of Meat Industry Supply & Equipment Association is at left.

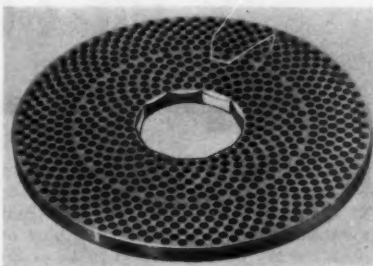


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year or two with no trouble. Then, all of a sudden, what happens? We get a few green wieners back; a piece of bologna comes back with a ring around it—a ring through the center. Every-

### LOOKS LIKE BUSINESS LOOKS GOOD

1. C. B. Jensen, chief engineer, and Ivan Heymansson, president, Atmos Corporation, Chicago.
2. K. L. Carr, sales manager, Sparkler Manufacturing Co., Mundelein, Ill.
3. Edward G. Nelson, general superintendent, and H. Peslak, Mickelberry's Food Products Co., Chicago, with Mike Deming, Independent Casing Co., Chicago.
4. John H. Feyl, Spicene Co. of America, North Bergen, N. J.
5. S. D. Braun, president, and Arthur D. Dickson, sales, Allied Manufacturing Co., Des Moines.
6. Joseph Folk, development engineer; H. C. Pfister, vice president, and E. H. Nicholson, advertising and promotion manager, U.S. Slicing Machine Co., LaPorte, Ind.
7. Ray Herziger and David Horwitz, General Machinery Co., Sheboygan, Wis.
8. Harry Homer, sr., A. E. Staley Manufacturing Co., Decatur, Ill. with Mrs. Homer and Harry Homer, jr., Milprint, Inc., Philadelphia.
9. John H. Connor, sales manager, American Manufacturing Co., Montgomery, Ala.
10. Mike Deming and Mrs. Deming, Independent Casing Co., Chicago.
11. R. L. Gambill, vice president and sales manager, The Globe Company, Chicago, with Mrs. Gambill.
12. Joe Kovoloff, Chicago representative, and Larry Bing, sales manager, Adler Co., Cincinnati.
13. S. Goldberg, United Butchers Supply Co., Toledo, and N. L. Hofmann, executive vice president, The Hofmann Packing Co., Inc., Syracuse, N. Y.
14. Morris Feinstein, Brecht Corporation, New York City, and S. T. Terry, Mongolia Importing Co., New York.
15. A. J. Rooney, W. J. Oliver and W. E. Oliver, general manager, Afral Corporation, Chicago.
16. David Sherman, Milton J. Kamerman and Al Levine, Goldsmith Pickle Co.
17. Daniel Dohm, jr., president, and George Nelke, vice president, Dohm & Nelke, Inc., St. Louis.
18. A. F. Zavodsky, Ray S. Waite, Frank Daniele and R. F. Mecum, Aromix Corporation, Chicago.
19. Alvin Schmidt, vice president, The C. Schmidt Co., Cincinnati, and C. V. Franklyn, president, Mound Tool Co., St. Louis.
20. A. W. Goering, president, The Ideal Packing Co., Cincinnati, and John C. Weinrich, The Griffith Laboratories, Portland, Ore.
21. J. F. Pyrek, H. W. Strand and R. F. Bird, Steelcote Manufacturing Co., St. Louis.
22. J. P. Louderman of Continental Can Co., Chicago.



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body gets in an uproar. What's going on? What happened?

Then we must go back and check all these operations over and find out what is going wrong.

We have checked smokehouses where we have found 30-deg. variations in the temperature in different parts of the house. We have checked thermometers on the silent cutter where they were 10 to 15 degs. off. We have checked cooking tank thermometers and found them 20 degrees off. Why has this happened?

Nobody knows. The thermometer may have been bumped. Somebody may have run a truck against it and didn't report it—just let it go at that regard-less of consequences.

In going over all the various operations in handling a product, we discover that the sausage will sometimes encounter unsanitary conditions when it gets to a cooler. Merchandise is sometimes abused when it is being shipped out. The product may be 100 per cent when it comes in there, and by the time it leaves the packinghouse it looks like it has been pretty well roughed up. When it goes out to the store they put it in a counter with no regard to sanitary conditions. About a week later the salesman will bring a ham back and he will say, "Look here—this thing is all full of mold; it's green. The man told me he just bought the ham the day before yesterday, and this is what happened."

### Trouble Originates at Source

Naturally, we have to go back—the way to the curing cellar—to find out what is going on there. Sometimes we pick up a few barrels, push them around, and what do we find? The place has never been taken care of; it never has been sterilized. Everything is in a mess.

So, the answer to all your sausage problems in regard to greenness, fading, and so forth, can be traced back to these sources.

With modern-day methods of merchandising coming in, I think we're entering a new era in sausage merchandising and the product will have to be made better.

How are we going to do it? That is a problem. We are not getting enough money for our products now.

That may be true, but if you don't produce a good article for prepackaged sale, you are going to have nothing but grief.

I have found that by reducing the amount of moisture used in sausage for prepackaging, that the product will hold up much longer. Also, when you are setting your color in the smoke-house, instead of putting it in at 150 or 160 degs., the way some processors do because they are cramped for smoke-house space, you should take enough time in smoking out these products so that color fixation will be achieved and fading eliminated.

The same is true with cooking. One

hundred forty-two or 144 degs. may be all right when the weather is cold, but you are going to run into a great deal of trouble with such sausage in the summer time.

We have found that 154 degs. internal temperature for products such as bologna and luncheon meat helps them to hold up much longer and gets away from fading. Of course, you are not going to eliminate fading altogether since it is a natural process. However, I believe that if you follow these lines, it will help you a lot with prepackaged merchandise.

You must keep on making a quality product. We can all remember that back in 1932 and 1933 we sold hog casing frankfurts for 6c. The other day I was driving through Wisconsin, and I noticed a small butcher shop that had a sign on the window, "Skinless wieners, 26 cents"—retail. Now we are getting back to the same position we were in 17 years ago. We are not going to make product better at 26c, but we are going to make it worse. The outcome is that the entire industry will suffer for it. You can't improve on quality. If you make it right, it's going to be right.

Originally, when NIMPA officials got in touch with me and told me that I was to speak, they said there would be a question-and-answer period. I know that all you men out there are tried-and-true sausage manufacturers. You may have one or two questions that you want to ask, so I think we'll get on to this question-and-answer period.

**FRED GOEDERT:** Where do you reach that point on the amount of moisture you put in bologna or other processed sausage at which you more or less defeat your own purpose because of the additional time you have to spend in smoking?

**FRANK MAYER:** The gentleman wants to know why, when you are chopping down frankfurts in the silent cutter, sometimes you defeat your purpose by adding too much moisture in the emulsion and then you lose it in the smokehouse. How are we to determine the maximum point of moisture that this meat will take?

I have found it good practice in making demonstrations on sausage to hold a fixed rule on the amount of moisture you add.

In Florida you have a lot of wet cattle. The meat will not absorb as much moisture as beef from northern cattle. In making a frankfurt down there I believe that if you figure your regular beef trimmings—I'm not talking about hearts, or anything of that type—at around 35 per cent moisture, you should come out pretty good. No moisture for your pork.

I think if you run it all the way through on that basis for a month, you would find that you had a firm product. You wouldn't lose any moisture in the smokehouse. Naturally, you would have the 12 per cent moisture that would come out in the smoking, but you would have a good average at which to strike.

In a lot of cases the addition of moisture defeats its own purpose and I will tell you why. Your meat seems to take moisture in the silent cutter, but when it comes into the smokehouse it throws it out because the natural binding power of the meat isn't there. You must sacrifice one way or the other, and the best way to do it is to set a rule "Now we're coming out with our wieners at 118 per cent, or 15 per cent finished weight. Let's try this 35 per cent moisture idea on sausage containing beef from these wet cattle and find out how it comes out in the smokehouse."

The franks will come out firm. When you haven't a larger amount of moisture in the sausage than the beef trimmings will take, the product will hold the moisture and be firm. The sausage will take a fine color in the smokehouse because the natural binding power of the meat has not been broken down by the addition of too much moisture. The franks will cook out juicy and plump—the way they are supposed to cook out.

In the northern states I have found that using an average of 40 per cent for beef from northern cattle in making bologna—45 on wieners—seems satisfactory. With bull meat I usually weigh off at 60 to 70 per cent ice. All the demonstrations come out with good firm products which will hold up. You have to make a product that holds up, and moisture is one thing that will really pull the product down.

**PRESIDENT C. B. HEINEMANN:** Some of our eastern members have received a report from a man whom I consider to be a very capable chemist, to the effect that the nature of the beef used in sausage making has changed over a period of years. As the result, they contend that the old standards established by the Department of Agriculture 25 years ago should not be applicable today. I have taken that up with every experiment station in the United States, and I didn't find one of them that could, in any way, verify that statement. I just wondered if you had any such experience?

**FRANK MAYER:** I don't believe that there has been too much of a change in the structure of the meat itself. I have been using the figure I mentioned for over 20 years, and I found it worked just as efficiently 20 years ago as it does today. I haven't noticed any change like that. There may be something to it, but I believe that if you stick to the fundamental principles of sausage making—not too much moisture; cure the meat well; smoke it well, and give it a good cook, you will have no trouble and you will get a good product.

However, what does happen in a lot of instances? In the packinghouse they don't handle it in time. The poor sausage-maker runs around like a chicken with his head cut off, wondering what he is going to do with all this stuff today. Management still expects the man to produce the same kind of product that he did yesterday, when he had a lot of beef trimmings.

What is the sausage maker going to do? You can't take cheap meat—hearts, tripe, etc.—put it all together and make beef and pork sausage. It doesn't work that way.

If your headliner is going to be bologna, I think your formula should be 60 beef and 40 pork, or whatever you set your standard at. Keep it that way and utilize your offal in some other product that isn't before the general public.

Here you are, putting bologna in a big showcase and it fades out and everything else happens to it. Then you have it all over the place. You should utilize the ingredients that cause such things in something else that isn't in front of the public's eye as much as is the bologna you are featuring.

**F. H. FIROR:** Do you find your protein analysis of beef today has changed much from what it was formerly?

**FRANK MAYER:** He wants to know if I have noticed any changes in the protein content of beef as compared to what it was years ago. As I said, this book was published in 1937. This man is an authority on chemical analysis. I will give you a few of the figures here that I selected on beef and you can check these against the analyses that you have today.

I understand it is difficult to determine whether there is a fluctuation in protein content because there is too much variation in cattle. However, here are the figures on beef chucks: protein, minimum 14 and maximum 22 with the average 19. For moisture the minimum is 51.3 and the maximum, 75.8, while the overall is 66.8. There you have a variation of 27.4, or 51.3 to 75.8.

Thus it is pretty hard to tell whether there has been any change or not because it is a natural characteristic of the animals to vary in protein content. If there were such variations in 1937, there are bound to be similar variations today.

There is no possible way that you can take a beef trimming and say, "Well, this thing contains 20 per cent protein (or 15 per cent protein)," without taking a chemical laboratory along with you to test each part as it comes into the plant.

**CHRIS FINKBEINER:** While I don't disagree with anything you said, I would like to bring out some points. To begin with, I believe the question that Mr. Firor asked was about the regulations rather than about the structure of the meat. I refer to regulations concerning the amount of moisture and color that you can put into the product.

I maintain that you have more efficient equipment now than you had 15 years ago when the regulations were drawn. You have new silent cutters that will break down your meat to where you can finally chop it more naturally with the maintenance of more moisture in the product. You also have vacuum mixers and a new type of grinder that will grind a product cleaner and won't break up the meat



fiber. These give you a better job in putting out a product which will hold more moisture.

Another point that I want to bring out is that the sausage industry is going into a very critical time right now. We have a service to perform, and anything the state or federal regulations can do to help us with this job, and still not cheat the public, I think should be done.

Now, let me discuss coloring in the chopper. I maintain that the different laboratories have carried out extensive research on coloring and that it is no longer considered harmful to put coloring in the meat in the chopper. It is no longer considered deceiving the public to put it in the chopper. A number of states and houses use this color.

The country is facing a problem in pork today. I maintain that a product that is made out of 50 per cent beef and 50 per cent pork is juicy, tender and otherwise desirable, but it will not maintain the high degree of color that you want. The easiest way to get that color is to add this coloring, which the government says you cannot use, in the chopper. At the same time you would be moving more pork. If we don't move it, the government may have to pay subsidies on it.

Different laboratories are spending a lot of money to find a product that will give you internal color. Rather than spend all this money trying to find out something that can be added, they already have a wonderful product available. You can prove it by taking a glass full and drinking it. Why don't they amend the regulations so we can use such a product?

We have been allowed to try any number of things. Paprika can be used by the shovelful. Dried blood; throw it in. We can add blood and everything else, but all it takes is a little bit of coloring which you can safely drink. I don't know whether anybody from the Department of Agriculture is here, but I maintain it is an asinine attitude for them to take, and an asinine attitude for a state regulatory body to take.

**FRANK MAYER:** Well, there is no doubt that you have a point on this color deal. After all, the authorities allow the candy manufacturers and others to use all the coloring they want. The bad part of the color proposition is this: The government is afraid that if it did permit the use of these vegetable colorings on the inside of sausage, that it would leave the way open for abuse.

**CHRIS FINKBEINER:** My answer to your remark, and I would love to make it to Dr. Miller, is this: These products are made under MID supervision. Our formulas are in Washington and are approved. An inspector is right on the spot, and if we cannot add the color without deceiving the public, I maintain that federal inspection is loosely managed. How can we take advantage of it when they are standing right over our chopper? It is their job to see we don't take advantage of it.

For several years the MID main-

## OLD FRIENDSHIPS RENEWED IN HOSPITALITY ROOMS

1. In the Transparent Package Co. hospitality room: Seated (left to right): L. K. Powers; Seymour Oppenheimer, president; L. B. Tauber, vice president and manager eastern division; Reese Stigler, vice president and general sales manager; R. J. O'Brien and Chet Wolf. In the back row are M. A. Foran, H. F. Kenna, assistant sales manager; Gary B. Rabiner; Bill Collar; D. D. Barraca and Hank Flonacher.

2. The Globe Co. staff included (seated, left to right): L. J. McQueen, sales manager; E. O. McCord; R. L. Gambill, vice president; Frank H. Hoy, Frank Bilek, chief engineer; W. D. Moorhead. Standing are Karl Axelson, Bob Byrnes, Kenneth Bard, W. J. Worcester, H. Kollmorgen, Chuck Deverick, John Hill, advertising manager, Jake Lissner, H. H. DeCressey and C. Bonifield.

3. For Cincinnati Butchers' Supply Co. (front row, left to right): E. M. Kahn; Walter Hammann; C. Oscar Schmidt, president; George McSweeney; Herman C. Schmidt, chairman of the board, and Walter G. Hammann. Rear row: Fred W. Stothfang, sales manager; William C. Schmidt, vice president; Gus Schmidt, and Edward L. Daly.

4. Hosts for the Visking Corporation (seated, left to right): J. Milio, western district sales manager; F. C. Adams, assistant sales manager; H. A. Lotka, sales manager; C. A. Beckman, eastern district sales manager, and M. W. Toepper. Standing: Bob Lindahl, D. C. Roberts, A. H. Cameron, K. M. Reynolds, C. U. Reid and J. A. Ruby.

5. In the Wm. J. Stange Co. hospitality room (seated) are: Ted Lind, Wm. B. Durling, president; Phil Jones and Bill Hutchinson. Standing are "Pee Wee" Hughes, George Foster, Ken Koepke, assistant sales manager; George Liddell, Walter Miller and Earl Johnson.

6. Custom Food Products, Inc. hospitality. Shown seated (left to right) are P. G. Phillips, F. J. Potts, Agnes Giraldi and J. P. Swift. Standing are Martin J. Phee, James E. Brown, A. R. Goodson, treasurer, James W. Jones, vice pres., J. L. Altenau, Roy L. Storck, secretary, F. B. Wynn, jr., and W. E. Kicker, president.

7. Milprint, Inc., hosts included (seated, left to right): Fred Marsh, Fred Chamberlin, Elmer Roh, Earl Hardman and George Jacklin. Those shown standing are E. J. Manion, sr., H. C. Homer, jr., Russ Faulkner, Cliff Williams and Jack Manion, assistant sales manager.

8. Visitors and staff members in the Fearn Laboratories, Inc. hospitality suite. Shown here (seated, left to right) are Carl Hirsch, sausage superintendent, Smith Packing Co., Harrisburg, Ill.; Mrs. William Koch, A. Koch's Sons Co., Cincinnati; M. A. Hagel, vice president of Fearn Laboratories; Arline Hensel, Milwaukee; Henry A. Hensel, president, H. A. Hensel Mfg. Co., Milwaukee, and Mrs. E. W. Hensel, secretary-treasurer. Standing: W. Dick Jordan and Robert P. McBride, Fearn Laboratories; William Koch, A. Koch's Sons Co.; John W. Kurtz, Ed Asbury and P. S. Schuster, Fearn Laboratories.

9. The St. John & Co. hospitality group included: B. Czaja, J. C. Luehrsen, superintendent; J. A. Julian, president, Julian Engineering Co., and Blair Adams, St. John sales manager. Standing: Ray Ristow, Abe Lubansky and J. J. Brudwick.

10. Visitors and their hosts at the Edward Wax Casing Co. suite are (seated, left to right): Emil Chermak, president, Cher-Make Sausage Co., Manitowoc, Wis.; Edward Wax, president, Edward Wax Casing Co., Chicago; Ernest Schuff, Stoppenbach Sausage Co., Jefferson, Wis., and Robert C. Tensfeldt. Standing are Miss A. Koch, Mrs. Edward Wax, A. Fleischner, Edward Kohn Co., Chicago; H. Schmeisser, general superintendent, Marhofer Division, Kuhner Packing Co., Chicago; Harvey Zutz, Cher-Make Sausage Co., and Rudolph Dein, sausage superintendent, Marhofer Division, Kuhner Packing Co.

11. In The Traver Corporation hospitality room (seated, left to right) are: George Traver, chairman of the board; Dick L. Hoff, purchasing agent, The Rath Packing Co., Waterloo, Ia., and Paul Traver, president. Standing are: C. W. Dickinson, Warren J. Randall, M. J. McEnery, Vince Sheridan, Lee Jutras, R. C. Blackburn and C. D. Ackerman, all of the Traver organization.

tained that monosodium glutamate couldn't be used. Now they come out and say, "You can use it." I think they should be approached and shown where this is wrong. I don't have any bones to pick with the big packers, but they are deceiving the public. Why don't the boys in the government do something about that? They have sausage kitchens right in my home town that are not operating under inspection, but that everybody thinks are federally inspected. They are using internal coloring under a nationally advertised label. The reason I cannot do it is because I have one packinghouse that is under federal inspection, and I don't want to move my sausage kitchen across the street and have to walk over there. I want it all together.

They are deceiving the public and I have talked to them about that. Dr.

Miller talked to them about it, but they seem to think that it is all right. This problem, as far as I am concerned, has merit. It is discrimination against everyone of you here who is operating under federal inspection. I think we ought to do something about it.

**FRANK MAYER:** I guess Mr. Finkbeiner covered it pretty well. Of course, I cannot solve the color problem for him with the government. But I do know that a long time ago, when they were making the 6c sausage that I told you about, we were using a lot of offal—25 per cent beef tripe and the rest was cow bags, etc., held together with about 25 lbs. of cereal. We couldn't get a very good color out of it so we used color on the inside. The sausage went into the smokehouse nice and red and in a half hour they were out.

The meeting adjourned at 12:35 p.m.



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# Wage, Hour Law Clarification

**T**HE meeting reconvened at 2:05 o'clock, President C. B. Heine-mann presiding.

**PRESIDENT HEINEMANN:** Our first session this afternoon will be a discussion on the Wage and Hour Law. Our general counsel, Mr. LaRoe, will preside.

**WILBUR LAROE:** There is a preliminary statement I want to make that is quite important. We received a letter this morning through one of our members direct from Mr. Beck who was the chairman of the Republican Committee subcommittee, who is the author of this processing tax that we have been worrying about. He makes some amazing statements in this letter to the effect that we have utterly misunderstood his position and that it would be, according to their plan, a tax on the farmer and not on the meat packer. Such costs will be levied on the producer of the livestock.

Now, why on earth do they call it a processing tax? I am a bit confused. Nevertheless, in studying the wording of the resolution they adopted, it seems to refer not so much to a processing tax as to a sales tax for killing which gives them the elbow room to argue that it is to be imposed upon the producer.

In view of this confusion and since we don't want to be unfair, I recommend to you that we hold this resolution which we adopted against this processing tax in abeyance and not bombard Capitol Hill with it until we have had an opportunity to sit down with Mr. Beck and thresh this thing out. I will so recommend to the board of directors unless there is some objection here.

On the program this afternoon, we have a very interesting subject. I don't know of any phase of meat packer interest that occupies a larger percentage of my own mail than questions regarding the Wage and Hour Law.

Those questions are due, of course, primarily to the difficulty of distinguishing between interstate and the state itself, and they are sometimes very technical and difficult for even a lawyer to get through his head. They are not made less difficult by the fact that the Wage and Hour people seem sometimes to be a bit arbitrary in their rulings. Perhaps that is unfair because the courts are arbitrary, too.

There was one case in which less than one-half of 1 per cent of the business of a plant was interstate and any lawyer would have told you—at least, I

would—that that would not count. If it was less than one-half of one per cent, the high court, and it was the highest court, ruled that it was enough to make the plant interstate if it was a regular thing.

We have a problem concerning night watchmen. Let's suppose that a plant has a night watchman and that, for the sake of argument, only one-and-a-half per cent of that plant is engaged in interstate commerce. Only one-and-a-half per cent of its entire business is interstate. You would think that they would not rule that that would make the entire watchman subject to the Wage and Hour Law. But I think Mr. Weiss will tell you that the ruling is otherwise. The test is regularity of employment of the watchman and not the percentage of his work that applies to interstate commerce.

I am not going to take any more of his time. Mr. Harry Weiss who, by the way, is a very able and fair-minded fellow—I want to say that for him because he tries to be fair and his own hands are tied, of course, by the policy of his board—is going to speak to you on this subject. He is a graduate of the University of Pittsburgh and holds a Ph.D. from the University of Wisconsin where he taught. He has been with the federal government for about 15 years, most of it with the Wage and Hour Division. At the present time he is assistant administrator.

**HARRY WEISS:** Since the 25th of January when the new amendments to the Fair Labor Standards Act went into effect, most employers throughout the nation have given renewed evidence of their desire to comply with this Federal Wage and Hour Law. This is shown, among other ways, by the many requests which the divisions have received to speak to employer groups about the provisions of the amended act.

By helping you solve these problems, and by bringing to your attention other pertinent aspects of the new amendments, I hope to fulfill one of the important functions of the Wage and Hour and Public Contracts Divisions—to assist American industry and American labor in understanding their rights as well as their responsibilities.

Today, all of us have a fundamental responsibility to keep America strong. The success of our national commitments to uphold a free world depends to a great extent on the soundness of a

healthy American economy. The amendments to the Fair Labor Standards Act are just one among the many measures that will work toward this end.

What are my grounds for saying this? Although the new 75c-an-hour minimum wage does little more than restore to low-paid workers the purchasing power 40c would have given them when the Act was originally passed back in 1938, the nation thus affirms it has not forgotten the economic needs of those 1,500,000 workers who are receiving direct pay increases as the result of the new minimum. And incidentally, this new minimum should put a little more meat on the tables of these workers. I think that is something that is of direct interest to this industry.

The Act's overtime standards, designed to end long hours without adequate extra pay, are maintained. Thus, the act continues generally to require payment of not less than one and one-half times the employee's "regular rate" of pay for hours in excess of 40 in the workweek.

Helpful to both management and labor is the inclusion in the amendments of statutory guides which solve many troublesome problems involving overtime pay computation. The amendments enumerate what types of payments must be included in the "regular rate" on which overtime is based, and what types may be excluded. And among the latter are some payments which not only may be excluded from the "regular rate," but also may be credited toward overtime pay required for hours beyond 40 a week. I am sure many of you will be interested to hear what I will have to say later about an overtime problem raised by certain meat packing establishments and labor organizations following the enactment of these amendments.

## Child Labor Provisions

The strengthening of the act's child-labor provisions by the amendments affords additional protection to the nation's young people. The Act continues to set a minimum age of 16 for general employment and an 18-year age minimum in designated hazardous jobs. But a direct prohibition is now placed on the employment of under-age minors in interstate commerce and in the production of goods for interstate commerce. Previous controls were rather indirect, and did not cover employment in interstate commerce, as distinguished from the production of goods for interstate commerce. These new safeguards mean that many boys and girls will have greater opportunities for education and physical and social development, to help them prepare for assuming the responsibilities of citizenship in the years ahead.

The amendments foster the equity we expect in our laws by making it more certain that employees will be paid what is due them under the act, and by the same token, benefit fair-minded employers who don't want to be burdened by competition from those who otherwise might not hesitate to derive a cost ad-

vantage at the expense of their employees. These results are attained by provisions which authorize the administrator of the divisions to supervise the payment to employees of unpaid minimum wages or overtime compensation, and to bring suit against employers when necessary in certain cases to enforce payment of such back wages.

By liberalizing some provisions of the act which had been designed to foster employment on an annual basis, the amendments afford a tool which can be of real service in building defenses against a hazard that our present overall prosperity tends somewhat to obscure—the insecurity to employees arising out of only partial employment during the year. There are advantages to management as well in annual employment agreements. I want to call your attention to some of them later on, especially since one of the most widely-known annual wage plans in the nation is operated by a meat packing company.

But first, I believe I should lay a foundation by reviewing a problem raised by your association—how to distinguish between interstate commerce and purely local business. I need hardly stress the importance of this problem, because under the amendments the act's minimum wage and overtime provisions continue to apply to employees engaged in interstate commerce or in the production of goods for interstate commerce. But you, of course, as businessmen, want to know exactly what these coverage provisions mean with respect to employees in your own meat packing industry.

### What Employees Are Covered?

There can be no doubt about the coverage under the law of employees of a meat packer who produces meat or meat by-products which, in whole or in any unsegregated part, move out of the state in which the packer's establishment is located. Let me emphasize, too, that the courts on numerous occasions have held the act applicable to employees even if the meat is sold for use entirely within the state and only the by-products are sent out of the state.

And if there is production of goods which are shipped out of the state—whether they are products or by-products—coverage applies not only to workers engaged in such manual activities as slaughtering livestock, or cutting meat or making sausage, but also to maintenance men, watchmen and office workers. Then, too, coverage exists with respect to employees who regularly travel across the state lines in the course of their work, or who ship, prepare for shipment or transport meat and by-products across state lines.

Here is another point I would like to stress. It is not necessary that the packer himself ship goods directly out of the state for coverage to apply. Employees of a meat packer are covered by the act if the packer knows or has reason to believe at the time of production that any unsegregated part of the meat or the by-products on which the employees are working will move out of the

state, either directly or indirectly.

Thus, the employees will be entitled to the act's benefits, even if the meat or by-products are sold to a customer within the state, if the employer knows or has reason to believe that these goods will in turn be sent out of the state in the same form, or after some further processing, or as a part or ingredient of other goods.

So far, I have confined my remarks to circumstances in which coverage applies because employees are engaged in the production of goods for interstate commerce. Now let me remind you that coverage applies as well to employees who are merely engaged in interstate commerce, as distinguished from production of goods for interstate commerce. For this reason, certain employees of a packer may be within the act's benefits, even though there is no production of meat or by-products for interstate commerce by the plant.

In such a case, if the packer purchases and receives livestock or any other goods from outside the state, those employees who receive or unload or otherwise handle such goods on receipt from outside the state would be covered, as would those employees who purchase or order or keep records on those goods from outside the state, or who use the mails in interstate communication.

### Overtime Exemption

Many of you who have covered employees may be wondering whether, under the new amendments, you may still claim a limited overtime exemption applying to the handling, slaughtering and dressing of livestock. This exemption, which may be taken for a period of not more than 14 workweeks in the aggregate in the calendar year, is not changed by the new amendments.

As I am sure a good many of you know already, if an employer himself is engaged in the handling, slaughtering or dressing of livestock, he may claim this exemption for his employees in any place of employment where he is so engaged. But he may apply it only during the time he is actually engaged in performing these operations. He cannot claim it during the "dead" season—that is, when he is not actually handling, slaughtering or dressing livestock. And if, in any workweek, an employee performs both exempt and non-exempt operations, he will not be within the exemption during that workweek.

A few more points about this exemption. A worker need not actually be a butcher or a skinner, for example, for the exemption to apply. Also, within the exemption are those employees whose occupations are a necessary incident to handling, slaughtering or dressing livestock, and who work exclusively in those portions of the premises devoted by their employer to these particular operations. Among such employees may be office workers, watchmen, maintenance men and warehousemen, if they are located in those portions of the premises devoted to those particular operations in which the firm engages.

If the plant is engaged exclusively in slaughtering or dressing livestock, then all the plant employees—provided they work only in the plant—would be within the overtime exemption for not more than 14 weeks of the year.

But what if the packing plant slaughters livestock and then prepares the meat for distribution as fresh meat, or cured meat or sausage? In this case, the exemption can apply to the workers engaged in the handling, slaughtering or dressing departments; but it won't apply to employees who are manufacturing, curing, smoking, grading, refrigerating and packing meat products and by-products. As to meat cutters, they may or may not be engaged in exempt operations. If they work on meat before it is put in the cooler, they will be within the exemption. But if they cut the meat after it has been cooled, the exemption does not apply. The exemption, in other words, ceases at the cooler. Subsequent operations are not exempt.

### White Collar Exemptions

Just a few words now about another exemption, as I understand that a good many of you have expressed interest in the act's minimum wage and overtime exemption which applies to "executives," and administrative and professional employees, among others in so-called "white-collar" occupations. You no doubt know already that new regulations were issued by the administrator of the Divisions, effective January 25, which revise the previous regulations governing this exemption. This action was taken under his statutory duty to set forth the requirements which must be met if employees are to be qualified for exemption.

These new regulations clarify former tests on duties and responsibilities, and revise upwards the salary tests—to \$55 a week, in the case of "executives," and to \$75 in the case of administrative and professional employees. There is also a shortened test under which employees who make \$100 a week or more may qualify for exemption.

Instead of my taking time now to analyze the new tests one by one, I believe it would be more worthwhile for me to give you individual attention later by answering specific questions any of you may have about situations in your own plants. At this point, let me remind you that the salary requirement is only one of the tests that must be met, and that of course a job title means nothing for purposes of determining whether an employee comes within the exemption. And last but not least, you should keep in mind that the exemption does not apply to office workers in general, such as stenographers, bookkeepers and clerks.

Important as a clear understanding of these exemptions is to the industry, I would be remiss if I dwell on them longer to the exclusion of that question on overtime I promised to discuss. For just as the employer is right in wanting to know the conditions which entitle him to take exemptions, so also should



he be afforded the divisions' assistance when it comes to interpreting the application of the act's benefits to employees.

The problem concerns compliance with the act's overtime requirements by establishments where time and one-half the base rate is paid during the normal workday, after daily production quotas have been exceeded. According to my understanding from both management and labor sources, in certain firms daily production quotas have been established from the slaughtering and dismemberment of cattle. Once these quotas have been completed, which may take as little as four, five or six hours, employees are paid time and one-half their base rate for the cattle killed during the rest of the day.

Thus, the question presented to us is whether these time and one-half payments made during the normal working day can be considered true overtime payments under the act; in other words, payments which can be excluded from the employee's regular rate for the purpose of statutory overtime computation, and credited toward the overtime pay required for hours worked after 40 a week. Of course, this problem is significant only in those weeks in which more than 40 hours are worked, and no exemption is applied to the employees to whom the payments are made.

On this question, it seems clear to the divisions that, before the enactment of the amendments, there could be no question that these payments were not true overtime under the law. The problem, therefore, is whether the amendments made by the last Congress have made them true overtime payments. There are two aspects to the amendments which have been suggested for consideration in this connection.

### What Is "True Overtime"?

First are those new provisions which deal with payments for work in excess of or outside the employees' normal working hours—provisions designed to solve problems created by the well-known longshore decision of several years ago. We are satisfied that these provisions do not affect the problem of the meat packing industry, because the premium payments in your industry—the ones I referred to—are for work during the normal workday in excess of or outside the workday.

It has also been contended that provisions of the amendments which, under certain conditions, permit overtime pay computation on basic rates established by agreement between the employer and his employees may offer authority for us to consider the payments under discussion as true overtime pay—even though admittedly these provisions were not intended to deal with this type of problem.

We are exploring this possibility, but I would be less than candid if I did not state to you that we are very dubious about the authority granted under these sections to consider the payments in question as overtime pay under the act.

I do not know whether the meat pack-

## NEVER A DULL MOMENT AT CONVENTION TIME

1. C. Edward Lovellette and Frank J. Fahrenkamp, both of F. J. Fahrenkamp & Co., Chicago.
2. R. D. Wilkenson, advertising manager, and E. Keebler, president, Keebler Engineering Co., Chicago.
3. W. J. Richter, vice president, John E. Smith's Sons Co., Buffalo; A. A. Hess, Continental Electric Co., Chicago and John W. Dowding, John E. Smith's Sons Co., Buffalo.
4. R. L. Gambill, executive vice president, The Globe Company, Chicago; Miss Klein, secretary to the president, Buildice Co., Chicago, and Frank Bilek, chief engineer, Globe.
5. R. K. Kurze, president, Kadiem, Inc., New York city, and James E. Carell, president, Carell Sales Co., Cincinnati.
6. Samuel Fried, Dukeland Packing Co., Baltimore, and L. J. McQueen, sales manager, The Globe Company, Chicago.
7. A. C. Flothow and F. C. Jamison, both of Everhot Mfg. Co., Maywood, Ill.
8. Joseph R. Gray, master mechanic, Louis Burke, Inc., Philadelphia, and "Pee Wee" Hughes, Wm. J. Stange Co., Chicago.
9. F. H. Groen, jr., Groen Mfg. Co., Chicago.
10. Howard Glenn, Dromgold & Glenn, Chicago.
11. S. C. Olson, regional sales manager, and W. L. Jones, general sales manager, Holly Molding Devices, Inc., Chicago, and L. J. Emge, president, L. J. Emge

- Provision Co. of Evansville, Indiana.
12. L. L. Needham, general manager, Schroeder Packing Co., Glenwood, Ia. and Wm. C. Rapp, president, Canada Casing Co., Chicago.
13. R. H. Cannon, jr., Chicago sales; J. E. Magoffin, manager, chemical sales development, and J. M. Knight, Kingsport sales, all of Tennessee Eastman Corp., Kingsport, Tenn.
14. G. F. Frank, president, G. F. Frank & Sons, Inc., Cincinnati.
15. T. Ronald Allen, Interstate Folding Box Co., Middletown, O.
16. W. H. McCormac, sales engineer, Cleveland, and J. C. Lundmark, sales engineer, Chicago, both of V. D. Anderson Co., Cleveland.
17. Mr. & Mrs. Walter J. Best, Best & Donovan, Chicago.
18. G. E. Schmidt, Cincinnati Butchers' Supply Co., A. W. Goering, president, The Ideal Packing Co., and C. Oscar Schmidt, president, Cincinnati Butchers' Supply Co., all from Cincinnati.
19. R. D. Lightfoot and O. G. Herdit, both of Reynolds Electric Co., River Grove, Ill.
20. Bob Long, St. Louis, Mo., and D. F. Houdeshell, Milwaukee, both of Milprint, Inc.
21. Henry Deutinger, president, Aula Co., Inc., Long Island, N. Y.
22. H. E. Seideman and L. L. Reading, both of Enterprise Mfg. Co., Philadelphia.

ing industry makes extensive use of this method of compensation or whether it is limited to relatively few plants. However, in case any members of this association do have this problem, I would like to say something more about how exemptions affect the problem.

If work beyond 40 hours is done in only relatively few weeks of the year by crews that are eligible for the 14-week overtime exemption applicable to the handling, slaughtering and dressing of livestock, there would be no violation of the Act, since no overtime payments are required by the Act during those 14 weeks. This would be true if you merely indicated in your records that you selected those 14 weeks under this exemption. As far as the divisions are concerned, we will not look to see whether overtime is computed in accordance with the statutory requirements, if the employees are exempt in the particular workweeks in which overtime is worked.

Nor will we be concerned about this problem during any weeks in which an individual employee may be exempt because he is employed pursuant to an annual employment agreement, drawn up in accordance with the act's provisions—as long as the employee works no more than 12 hours a day or 56 hours a week.

Here, I believe it opportune to turn to a consideration of those provisions of the act which are designed to encourage labor-management contracts for employment on an annual basis. Under these provisions, the employer is given a partial exemption from the overtime

pay requirements in return for an annual guaranty of employment to his workers.

The divisions hope that employers and employees are going to avail themselves more readily of the advantages which these agreements have to offer, as the new amendments make more flexible the rather rigid statutory provisions which previously governed the terms for operation of annual wage agreements.

While the most immediate advantage to the employer who negotiates an annual employment agreement under the Wage and Hour Law's provisions is the savings in overtime costs arising from the relaxation of the overtime requirements, the benefits derived from annual employment guarantees in general extend far beyond these confines.

In ultimate effects, these plans, "when suitably adapted to the needs and conditions of the industry or establishment, are valuable to the entire nation and afford a wholesome and desirable means for improving both worker and employer security." This was the conclusion reached several years ago by an advisory board to the Office of War Mobilization and Reconversion, appointed by the President to study annual wage agreements.

How to improve employment security is indeed one of the most pressing problems of our modern industrial society. By developing the techniques of the machine, great American industries



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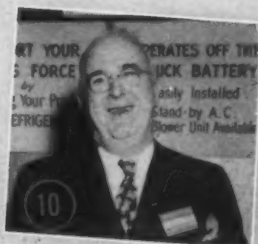
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grew out of the small crafts that once existed as subordinate parts to a prevailing agrarian economy. As a cumulative result of the industrialization of our productive forces, Americans came to enjoy the highest standard of living the world has known. But this same industrialization made more and more men and women dependent on getting—and keeping—jobs in industry in order to earn a living. Today we have learned through bitter experiences that existence of employment opportunities and steadiness of work are necessary not only for the worker's security as an individual, but for the economic stability of the whole people.

A number of progressive employers have already given concrete evidence of their interest in employment security. Firms in industries as widely different as shoe manufacturing, soap making and, of course, meat packing are among those who have set up various wage and employment guaranties.

The fluctuations in the volume of production in the meat packing industry underscore the advantages of these agreements. To management, operations under a guaranteed employment plan mean retention of an experienced labor force, for workers won't drift off in the slack season to other jobs. Since the employer won't have to put so much time and expense into hiring and training new workers, efforts can be channeled into more productive ends. The better morale of employees who feel sure of jobs pays dividends in smoother operations and employer-employee relationships in the plant. And knowing that he has an experienced labor force behind him, the employer can chart his operations to greater advantage and obtain cost savings by spreading his contracts with suppliers over the year. All this adds up, in short, to more efficient operations at lower costs.

### Employment Guarantees

Of course, the advantages to employees are equally persuasive. A worker who is not afraid his job may end in the next month or two can lay plans for the future. Security of employment eliminates nagging fears about what's to come. The community itself, its businesses and professions and local institutions all benefit when workingmen know they can count on having steady work throughout the year.

It goes without saying that the same, identical employment guaranty cannot be set up for all industries, or all plants in an industry. Under the Wage and Hour Law's provisions, there is latitude for the individual employer and employee representatives to work out a suitable plan. Because the act requires that an agreement can be drawn up only through collective bargaining procedures with employee representatives who are certified as bona fide by the National Labor Relations Board, the employees have assurance that their interests will be protected by their own spokesmen. The agreement itself need not be applied to all employees in the plant; it may cover only those workers

1. W. H. Townsend, John Bonini, E. V. Krueger, sales promotion manager meat packaging, all of Marathon Corp., Menasha, Wis.; R. O. Walters, Roberts & Oake, Inc., Chicago; H. G. Stoegbauer and P. R. Rundquist, both of Marathon Corporation.

2. Seymour Oppenheimer, president, Transparent Package Co., Chicago; Mrs. S. J. Georgi, Peschke Packing Co., Inc., Detroit; Morey L. Rosenthal, president, Glendale Provision Co., Detroit; Mrs. John Lillie, Peschke Packing Co., and Edward H. Oppenheimer, president of Oppenheimer Casing Co., Chicago.

3. Richard E. Hofmann, sales manager, North Side Packing Co., Pittsburgh; Harry J. Elliott, Asmus Bros., Incorporated, Detroit; Robert H. Hahn, Edward Hahn Packing Co., Johnstown Pa.; Marvin L. Asmus and Louis J. Asmus, both of Asmus Bros., Incorporated, Detroit.

4. Al Grossmann, sausage superintendent, St. Paul Sausage Co., St. Paul; Gus Glaser, president, Gus Glaser Meats, Inc., Ft. Dodge, Ia.; Herbert W. Strauss, Independent Casing Co., Chicago, and Mrs. Gus Glaser.

5. Bob Howe, Howe Ice Machine Co., Chicago; Bill Morgan, president, Arctic Engineering Corp., Chicago; H. B. Howe, president, Howe Ice Machine Co.; Bill Gebhardt, president, Advanced Engineering Corp., Milwaukee, and Dick Howe, Howe Ice Machine Co.

6. Bob Berkenfield, S. H. Stern, Dave McKay, jr., M. L. Abramson and S. L. Abramson, all of Central States Paper & Bag Co., St. Louis.

7. Gene Lowey, John Cross, sales manager; William Robinson, R. Knight and R. A. Miller, all of Dewey & Almy Chemical Co., Cambridge, Mass.

8. C. W. Montgomery, Joe Hagberg, Phil Freeman, R. H. Freeman and Frank Kocarek, jr., all of Miller Wrapping & Sealing Machine Co., Chicago.

9. F. B. Schottelkotte, engineer; R. L. McTavish, vice president; E. H. McClain, sales representative, and John A. Dupps, presi-

dent, all of John J. Dupps Co., Germantown, Ohio with Carl T. Fischer, president, Henry Fischer Packing Co., Louisville.

10. First row, left to right: William Kaufmann, Miss Martha Lou Edwards, Bob Epstein and F. Epstein. Second row: Harry Pett, S. Wolf and Marcus Moch, all of First Spice Mixing Company of New York City.

11. H. M. Benas and N. Temkin, both of Embosograf Co. of Illinois, Chicago; J. G. Deutsch, vice president, John Krauss, Inc., Jamaica, N. Y.; R. H. Hahn, sales manager, Edward Hahn Packing Co., Johnstown, Pa., and W. M. Swartz, Embosograf Co.

12. Front row, left to right: Tom Murray, R. M. Perkins, vice president; Joe Murray and Otto Bantel. Second row: Charles Gartrell, William Schneider, John Clabo and William Karius, all of Linker Machines, Inc., Newark, N. J.

13. View of the Buildice Company cocktail party at which J. A. Heinzelman, president (center foreground) acted as host.

14. Seated, left to right: Jack S. Hayes, Bonewitz Chemical, Inc., Burlington, Ia.; J. R. Hughes, Continental Can Co., Chicago, and A. B. Hetley, Wilson & Co., Chicago. Standing: W. F. Coleman, assistant Chicago sales manager, and W. B. Larkin, Chicago city district sales manager, both of Continental Can Co.

15. Mrs. Harry Snyder and Mrs. Rose Leavitt, both of Grand Duchess Steaks, Inc., Akron, O. Rear: Phil DiNuoscio and Harry Snyder, both of Grand Duchess Steaks, and Benjamin D. Carr, Deerfoot Farms, Albany, N. Y.

16. Joseph Frank, president; Harry Mauer; A. A. Steckman, vice president, and John Mottley, all of Hercules Fasteners, Inc., Elizabeth, N. J.

17. Clarence Nockleby, vice president, Geo. A. Hormel & Co., Austin, Minn.; H. K. Hirsch, secretary and sales manager, Enterprise Incorporated, Dallas, Tex.; A. R. Schulze, Geo. A. Hormel & Co., Baldwin Smith, vice president, John E. Smith's Sons Co., Buffalo.

who should be covered in the interests of both management and labor.

But, as I said before, the agreement must provide a guaranty of annual employment. This may be achieved either by guaranteeing a specified number of hours, which may be no less than 1,840 or a specified number of weeks, no less than 46.

First let me elaborate on the points to be considered when guaranteeing the employee a specified number of hours of work for the year. In this type of agreement, the employee must be guaranteed no fewer than 1,840 hours and no more than 2,080 hours of work. The rates of pay for these hours may be set forth in the agreement itself, or may be the rates which are otherwise provided in the underlying union agreement for the work performed by the particular employee. For the employee, this means that he will receive pay at the rates estab-

lished in his agreement for at least the number of hours guaranteed. The employer, in turn, will be relieved of the obligation to pay the employee overtime until more than 12 hours a day or 56 hours a week have been worked during the period of the guaranty. The agreement may, of course, set a shorter period of exemption.

### Guarantee May Be Flexible

I might point out that, under such an agreement, the negotiating parties do not have to know the exact amount of annual earnings at the beginning of the year. The guaranty can be stated in terms of the period of employment at rates subject to the terms of the underlying union agreement. This permits the writing of annual wage agreements where methods of wage payment are not confined exclusively to hourly rates or a salary. For instance, the guaranty

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may be made with employees who are paid on piece rates or other incentive bases as fixed by the underlying union agreement.

The underlying agreement may set the rates to be paid to each employee covered by the guaranty or it may merely set wage rates for the various job classifications covered by the guaranty. Also, rates for job classifications may be changed during the course of the agreement in accordance with the established collective bargaining procedures.

Now let us see what happens when the guaranteed number of hours have been worked and the employer finds he has more work for the employees during that year. In that case the employees may continue working up to 2,080 hours but for the additional work, overtime rates must be paid for all hours over 40 a week.

For example, suppose you have given your workers a guaranty of 1,900 hours of work during the year. During the 1,900 hours, overtime at time and one-half must be paid only for work in excess of 12 hours a day or 56 hours a week. After the 1,900 hours, if there is more work, overtime pay at time and one-half is due for work over 40 hours a week until 2,080 hours have been worked by the employee. If, after 2,080 hours the employer still has more work that year, he may continue to work the employee up to a maximum of 2,240 hours, but overtime rates must be paid for each hour over 2,080.

You will recall that I also mentioned that another type of guaranty may be written into an annual wage agreement—a guaranty of employment for 46 or more workweeks, at the normal workweek which may not be less than 30 hours. Both the number of weeks and the normal number of hours of work a week must be specified in the agreement. The overtime exemption would apply only during the number of workweeks guaranteed, up to 12 hours a day or 56 hours a week. If employees were to work more than the guaranteed number of weeks, time and one-half would be due for work beyond the same limits I mentioned in connection with my discussion on guaranties for hours.

### Limit is 2,240 Hours a Year

As a final word on the details of both types of guaranties, I should emphasize that there is a maximum limit on total employment of 2,240 hours. If that limit is exceeded, the guaranty is invalidated.

I think this summary of the amended act's provisions on guaranteed employment plans may have served to show how feasible and advantageous they are for many plants. Of course, there is nothing in the act to prevent the setting up of guaranteed wage and employment plans with more favorable terms to employees than those the act provides. The act merely limits the outer boundaries to any plans which are intended to make available the overtime exemption. If any of you should like to explore the subject further, feel free to consult

## CROSS SECTION OF NIMPA CONVENTION

1. Seated, 1. to r., Jim Hogan, Sunderland & DeFord, Chicago; Arthur S. Davis, vice president, Dorset Foods, Ltd., Long Island City, N. Y.; George Sunderland, partner, Sunderland & DeFord, Chicago; Edward F. Jackson, vice president, Girard Packing Co., Philadelphia; Harold DeFord, partner, Sunderland & DeFord, Chicago; standing, 1. to r., Bob Liesendahl and Ed Robinson, both of Swift & Company, Chicago; Frank Boffey, Sunderland & DeFord, Chicago; E. P. Burke, vice president, Agar Packing & Provision Corp., Chicago; L. D. Fink, Monarch Provision Co., Chicago; J. H. Trout and D. H. Estes, both of Swift & Company, Chicago.
2. An informal discussion group of packers photographed after one of the sessions.
3. Seated, 1. to r., W. B. Kelley, Tobin Packing Co., Inc., Rochester, N. Y.; P. R. McKendrick, purchasing agent, The P. Brennan Co., Chicago; S. A. McMurray, Merrill Lynch, Pierce, Fenner & Beane, Chicago; L. R. Gilleran, vice president, The P. Brennan Co., Chicago; standing, 1. to r., Bob Willemin, J. G. Mercer, Carl Kimes and Claus F. Claussen, all of Merrill Lynch, Pierce, Fenner & Beane, Chicago.
4. Bert Peterson, William Robinson, Miss Jean Hosmer and J. H. Peterson, all of Keystone Brokerage Co., Philadelphia; E. Cherkasky, Cherkasky Meat Co., Philadelphia; Harold P. Dugdale, president, Dugdale Packing Co., St. Joseph, Mo.
5. Seated, 1. to r., H. Clay Hudson, E. G. James Co., Chicago; R. Rezanka, president and C. Tuerk, vice president, both of Miller & Hart, Inc., Chicago; E. G. James, president, E. G. James Co., Chicago; standing, 1. to r., J. L. Cardona, Cardona Stevens Co., Chicago; M. J. Mackin, E. G. James Co., Chicago; M. J. Brennan, Columbia Warehouse Co., Chicago.
6. Chris Schmidt, Chris Schmidt Co., Detroit; Karl Pfahler, Pfahler Sausage Co., Detroit; F. K. Ness, Master Butchers Supply Co., Detroit; Mrs. F. K. Ness; Gust Hamel, president, Hamel Bros. Co., Inc., Detroit.
7. Bob Seeley, Ed Hess, Ray Stephenson, all of Hess-Stephenson Co., Chicago and

Mike Brennan, manager, Columbia Warehouse Co., Chicago.

8. Harry Sparks, president, H. L. Sparks & Co., National Stock Yards, Ill., pictured beside his exhibit of meat type hogs.

9. Seated, 1. to r., John F. Staren and Chas. J. Barbosky, both of John E. Staren Co., Chicago; Dick Levy, Plymouth Rock Provision Co., Inc., New York. Standing 1. to r., T. K. Carney and John E. Staren, both of John E. Staren Co., Chicago; Arthur L. Peirson, Arthur L. Peirson Inc., New York City; Lester Levy, secretary-treasurer, Plymouth Rock Provision Co., Inc., New York City.

10. The Accent taste booth was staffed by Miss Eileen O'Brien, Miss Mary Jackson, Harry Cook, O. C. Peterson and Dr. B. F. Buchanan, all of International Minerals & Chemical Corp., Chicago.

11. Seated, 1. to r., Clarence Schimick, Restaurant Grease Service Co., Chicago; Miss Edith Olson, Mrs. Ethel Lindquist, Mrs. Margaret Beucher, Mrs. Martha Nelson and Clarence Muth, all of Packing House By-Products Co., Chicago; standing, 1. to r., John Lindquist, Nick Beucher, jr., Elmer Nelson, all of Packing House By-Products Co., Chicago and Tom Conner, jr., sales manager, H. Graver Packing Co., Chicago.

12. Irving Sloman and Jack Karp, of the New York City office and John Wilson and Vernon Opp, of the Chicago office, all of Sloman, Lyons Brokerage Co., New York City.

13. Meat Industry Supply & Equipment Association meeting at which current activities and plans for future industry conventions were discussed.

14. Seated, William Kaminiski, Asiatic Trading Corp., Chicago and Al Halbach, The Cudahy Packing Co., Chicago; standing, Frank Landry, Gira-Walsh Co., Chicago; John J. Tierney, Armour & Co., Chicago; Joseph R. Walsh, Gira-Walsh Co., Chicago; Jack Sharon, *The National Provisioner Daily Market Service*, Chicago, and Joseph Henry, Gira-Walsh Co., Chicago.

with the national office or the nearest regional office of the divisions, though of course it is not necessary to get the divisions' approval to operate such an agreement. However, an agreement must be filed with the divisions after it has been negotiated. I am sure, too, that many here will be interested in the interpretative bulletin the divisions will issue on this subject in the near future.

In conclusion, let me quote once again from the President's commission which pointed out that widespread annual wage guaranty plans would "aid in removing the element of fear from labor-management relations and from the economy, permitting the lifting of those restraints on productivity which have long been characteristic of employment insecurity."

To the extent that the amended Wage and Hour Law can further this goal, it will all the more contribute to the

strength of our economy and the well-being of our nation.

**CHAIRMAN WILBUR LaROE:** Mr. Weiss has kindly consented to subject himself to questions, and I have a few to start with. I would like to deal first with the question of guaranteed annual wages. I don't suppose there is a man in this room who doesn't have a broad sympathy for labor and who wouldn't like to see everybody get an annual wage. But the question that I would like to ask is, granting the social desirability of an annual wage, who is going to protect the meat packer if he grants the annual wage and then business falls off and he cannot even meet his payroll obligations?

**HARRY WEISS:** That's easy! There is no one to protect him. The meat packers have to have enough judgment to know what they can do. There are three annual wage plans in the industry, and

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perhaps the packer can work out some satisfactory plan.

**CHAIRMAN WILBUR LaROE:** It seems to me that if a small meat packer in a small town should be subjected to an annual wage without any protection at all against a 30 per cent decline in business or other injury to his profits, it would add another risk to those he already must take. Personally, I am a strong believer theoretically in the social advisability of the annual wage. But I have clients to look after and rights to protect, and I want to know who is going to protect my clients if they establish the annual wage and go into red ink because of it. You have given a satisfactory answer—namely, nobody is going to protect him.

The next question is this. Suppose I say as a preface to this question that there is a feeling throughout our industry that the Wage and Hour Division is a bit arbitrary in some of its rulings; that may be due in part to court decisions. Let me give you an illustration. You are familiar with the de minimis rule that applies to practically every field of law. That is to say, if something is only half of one per cent, you will forget about it. That is what the de minimis rule is.

Now, let's take a situation of a strictly local plant in Memphis, Tenn. It has no business outside of Memphis except, more or less by accident, that one-half of one per cent of its total business represented by tankage, we will say, finds its way into interstate commerce. In every field of law I know except the Wage and Hour field, the court would say that since 99½ per cent of that plant is intrastate, we are going to rule that it is an intrastate plant, even though by accident one-half of one per cent goes interstate.

Let us suppose that that plant has a watchman whose duty it is solely to watch over that plant at night. Am I not right that you would rule that watchman to be an interstate watchman?

**HARRY WEISS:** Well, the only thing I can give by way of a general answer to this rule about being arbitrary is that we have to follow the courts. We have not the freedom or authority to interpret this law. Congress refused the request we have made for authority which would allow us some leeway. There was a case that went to the Supreme Court of the United States, a newspaper case from White Plains, N. Y. I think that only one-fourth of those papers went out of the state. The Supreme Court said that it didn't matter what proportion of the shipments were going out of the state but only that it was regularly done and that those employees who work in connection with those shipments would be covered by the law. We have no leeway whatever to make exemptions unless specified by Congress.

Secondly, I want to make it clear that if there is a small out-of-state shipment and if the employer can segregate only those employees who work in con-

## TRAFFIC WAS HEAVY IN HOSPITALITY SUITES

1. Seated, left to right: Frank A. Mayer, vice president, Charles F. Mayer, president, and S. A. Mayer, secretary. Standing: M. C. Dakin, southern representative, J. L. Szekais, midwestern representative, and S. Gershel, eastern representative, all of H. J. Mayer & Sons Co., Inc., Chicago.

2. Front row, left to right: J. R. Wainwright, H. A. Wright, Tom W. Waller, Dr. A. O. Lundell, sales manager, John G. Allbright, Arthur E. Ozouf, N. J. Allbright, French S. Pruitt, Harold Scherer, advertising manager, Ralph W. Illsley and William Meisel. Rear row, left to right: K. D. Kubaugh, E. E. Bright, James H. Shaffer, Lee Lambert and Bert Harrington, all of The Allbright-Nell Co., Chicago.

3. Pete Braun, A. E. Staley Mfg. Co., Decatur, Ill.; Paul Luger, Peter J. Luger & Sons, Inc., Beaver Falls, Pa.; H. C. Homer, A. E. Staley Mfg. Co.; Peter J. Luger, jr., secretary of Peter J. Luger & Sons, and K. V. Everard of Staley.

4. John A. Wurtz, Meese, Inc., Madison, Ind.; R. K. Irwin, Wurdack Chemical Co., St. Louis; Ed Hendricks and Rodney Reinbold, E. G. James Co., Chicago, and B. F. Costello, Detecto Scale Co., Brooklyn, N. Y.

5. Edward R. Swem, vice president and editor, *The National Provisioner*; Jack Manion, assistant sales manager, Milprint, Inc., Milwaukee; Harold Scherer, advertising manager, Allbright-Nell Co., Chicago; Harvey W. Wernecke, vice president and sales manager, *The National Provisioner*.

6. Seated, left to right K. C. Behm, Cudahy Bros. Co., Cudahy, Wis.; Lee R. Swift, Sylvania Division, American Viscose Corp., New York City; Larry Brandt, Cudahy Bros. Co., Cudahy, Wis., and Phil Lawrence, Sylvania Division of American Viscose. Standing: Robert Handley, advertising manager, Sylvania Division, American Viscose Corp.; Harry Katz, United Exposition Service Co., Chicago; John Keth and E. A. Burchard, both of Sylvania Division, American Viscose.

7. Seated, left to right: Joe Henry, Gira-Walsh Co., Chicago; E. E. Aird, U. S. Cold Storage Corp., Chicago; Joseph R. Walsh and Frank Landy, both of Gira-Walsh Co. Standing: R. M. Conner, vice president, and Tom Walter, sales manager, both of U. S. Cold Storage Corp., Chicago; Fred Hammant, superintendent, Agar Packing

& Provision Corp., Chicago; Jim Powers and Dan Moriarty, president, both of Moriarty Meat Co., Chicago, and Larry Ryan, president, Larry Ryan & Co., Chicago.

8. Seated, left to right: Dick Levy, Plymouth Rock Provision Co., Inc., New York City; Louis Rosmarin, Andrew J. Schnell, Timothy Halpin, Ben Miller and Dick Drees, all of Preservaline Manufacturing Co., New York City. Standing: Bob Kenyon, John C. Rettburg, Ted Brown, Lee J. Kenyon, all of Preservaline Manufacturing Co.; Lester Levy, secretary-treasurer, Plymouth Rock Provision Co., and Barnett Miller, vice president and general manager, Boston Sausage & Provision Co., Inc., Boston, Mass.

9. Seated, left to right: Harold Levi, treasurer, Leonard Weill, secretary; Martin D. Levy, vice president; Duke Reichenbach and Jake Reichenbach. Standing: N. B. Berkowitz, Robert Sacks, Nathan Ulick, Walter Woziak, H. H. Chichester, Al Freud, Egon Hertz and Mike Baker, all of Berth. Levi & Co., Chicago.

10. Front row, left to right: George Clark, F. E. Miller, Leslie Laing, J. "Clint" Johnston and R. J. Clayton. Second row: F. J. Zerad and Fraser Perry, advertising manager, all of Hayssen Manufacturing Co., Sheboygan, Wis.

11. Mrs. Ray T. Townsend, Ray T. Townsend, president, Townsend Engineering Co., Des Moines, Ia.; William F. Weber, development engineer, Armour and Company, Chicago; Mrs. James Black; James Black, general manager, Townsend Engineering Co.; Otto Hedstrom, development engineer for Armour; Charles Carson, formerly with Armour and Company for 46 years and Carrie Christopherson, Townsend Engineering Co.

12. Seated, left to right: Leonard Hantover, vice president, Phil Hantover, Inc., Kansas City, Mo.; F. R. Pepper, secretary and general superintendent, Pepper Packing Co., Denver, Col.; W. B. Jerominaki, president, Columbia Corned Beef Co., Chicago; Samuel M. Rosenthal, president Samuels & Co., Inc., Dallas, Tex., and J. Harold Peters, general superintendent, Peters Sausage Co., Detroit, Mich. Standing: C. H. McKenzie, treasurer, Evans Packing Co., Inc., Gallipolis, O.; Sam DiFrancesca and C. L. Abrams, sales manager, both of Phil Hantover, Inc., and Roy Reed, Samuels & Co., Inc., Dallas, Tex.

nection with those shipments, we would be covered by the law. I realize that is not saying anything too helpful because it is impossible in many instances to segregate the operations on your various shipments.

Going to the watchman, I would assert dogmatically that he would be covered under the law. It is a test whether his work is closely related and essential to production of goods. But as a general rule the courts have said, and Congress has reaffirmed it, that they intend a watchman to be covered by law if the plant he watches is producing goods for interstate commerce. So I think in all probability the watchman would be held

to be under the law even though a small proportion of less than one per cent of the output goes out of the state so long as the product is shipped out on a regular basis.

I have one more point. If by accident such shipment went out once and management did not know at the time that production was to occur, there wouldn't be coverage. It applies only when the company has reasonable knowledge at the time the goods are produced that some portion of the goods will go out of the state.

**CHAIRMAN WILBUR LaROE:** May I say as a lawyer that I don't feel that a decision applicable to the newspaper



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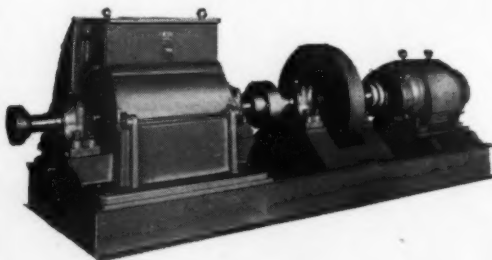
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industry at White Plains, N. Y., is necessarily applicable to a meat packing plant in Memphis, but I think you fellows, with all due respect, would go out of your way to seize a decision like that and apply it to the meat packing industry. This is a meat packing plant, and it is a watchman who has such a very small percentage of his overseeing work related to interstate commerce that it almost requires a stretch of your conscience to hold that watchman as an interstate watchman. You don't have to accept a White Plains newspaper decision and apply it to the meat packing industry, but you legally do if it will help labor.

**HARRY WEISS:** I could mention that there are a good many court decisions on the meat packing industry.

**CHAIRMAN WILBUR LaROE:** Not on that point.

**HARRY WEISS:** There are a number of court decisions on that point, and by products only. I believe there was a case in which there was less than 5 per cent.

**CHAIRMAN WILBUR LaROE:** There is a great deal of difference between 5 and  $\frac{1}{4}$  per cent.

**HARRY WEISS:** The courts don't deal with this or that industry. They deal with the principles of law.

**CHAIRMAN WILBUR LaROE:** No, they don't.

**HARRY WEISS:** You have a principle that says that it does not matter how much it is as long as it is regular and that applies to the meat packing industry and every other industry subject to the law. There have been quite a few court decisions made on court cases with a direct bearing on the meat packing industry. I don't say they went as low as  $\frac{1}{4}$  per cent, but if the courts passing on those cases have reaffirmed it, it does not matter what the amount is so long as it is regular. We must enforce the law as it is interpreted by the court.

**CHAIRMAN WILBUR LaROE:** We appreciate your frankness. I want to put emphasis on this point which our members don't understand. It is very clear that they don't understand it from the mail I get. A plant can have absolutely no interstate business and yet be subject to the Wage and Hour Law under the interpretation that has been given. Let us assume that at Indianapolis, Ind., there is a local meat packer who has absolutely no interstate business and that he gets all of his animals within the state and sells all of his product within the state. There are, nevertheless, circumstances under which the Wage and Hour Division would rule that that plant is subject to the Wage and Hour Law, and I would like to ask Mr. Weiss this question. Suppose that that local company regularly sells a little bit of business to the Pullman Co. for use in its club cars for sandwiches or something like that and that it is only 2 per cent or one and a half per cent or one per cent of the total business of that company. Now, mind you, this Pullman Co. stuff is sold as a local

sale, just like any other local sale. I would like to ask Mr. Weiss if he would not rule that because the meat packer happened to know that this was the Pullman Co. and happened to know that the Pullman cars do go into interstate commerce, whether he wouldn't use that argument to hold that this local packer is not a local packer.

**HARRY WEISS:** There was a case in New Orleans of a local plant which sold to wholesale groceries, mostly to people in New Orleans. They never went out of the state but they regularly sold to a ship that docked in New Orleans. The court told us that that wholesale grocer is producing goods for interstate commerce when it sells to an instrumentality of commerce. Off hand, I see no difference in the principle between that situation and a local meat packing company in any place you name—Arkansas or Indiana—when it sells regularly, and I again want to emphasize that “regularly,” to an interstate line which uses it in interstate commerce. The Pullman Co. and railroads are in interstate commerce.

**CHAIRMAN WILBUR LaROE:** But the local plant is not.

**HARRY WEISS:** The local plant is producing goods for interstate commerce. That is the law, however small the amount might be.

**CHAIRMAN WILBUR LaROE:** I have only one more question which relates to the definition of outside salesmen. Suppose one of our members has a salesman who regularly worked outside and who goes off duty around 10 o'clock in the morning. I mean, he goes to the office and spends the rest of the day—this is Monday—telephoning and getting orders and so forth. The next day he goes out and calls on the trade all day. That is Tuesday. Wednesday he calls on the trade all day. Thursday he repeats the Monday performance of spending a few hours in the office getting orders and so on. Friday he is out with the trade all day.

Would you apply the 20 per cent rule there or what basis would you apply in determining whether those people are outside salesmen or not?

**HARRY WEISS:** While you were completing the question I went to get a copy of our regulations, because I think by reading the regulations, you can see what our answer is to that question. I might say that when the law was passed, Congress put in this exception for outside salesmen, for reasons which are obvious, that outside salesmen are on their own and you couldn't practically regulate their hours.

The law was passed, and the first thing we got were questions from inside salesman, “Why is not the inside salesman exempt?” It seemed obvious to us. Then you have the question of when does an outside salesman become an inside salesman or vice versa. We try to meet that in this way:

“The term ‘employee’ in the term ‘outside salesmen’ shall mean any employee who is employed for the purpose of and who is customarily and regularly

engaged away from his employer's place or places of business, either making sales within the meaning of the act, or obtaining orders or contracts for services or for the use of facilities for which a consideration will be paid by the client or customers; and whose hours of work of a nature other than those described under the sections just read do not exceed 20 per cent of the hours worked in the work week by non-exempt employees of the employer, provided that work performed incidental to and in conjunction with the employee's own outside sales or solicitations, including incidental deliveries or collections, shall not be included as non-exempt work.”

In other words, we have said an outside salesman is one who is for 80 per cent of the time an outside salesman. We are allowing 20 per cent leeway for things that are not properly the duties of an outside salesman. He can do anything up to 20 per cent of the time. That is 20 per cent of the time of the other employees, not his time, because the longer hours they work, the more non-exempt work they would do. We don't count as part of the 20 per cent anything incidental to anything he did in outside selling. If he came in and wrote up his orders in the plant and he made the sale outside and came in to write up the order, that wouldn't count as part of the 20 per cent. He has as leeway 20 per cent free and clear from work not incidental to selling.

So, in other words, an outside salesman is one who spends 80 per cent of his time in outside selling or work related to it. He cannot do more than 20 per cent inside selling.

**CHAIRMAN WELLS HUNT:** This phase of our program is one of unusual interest, I am sure, to all meat packers. Our problems of livestock production and livestock marketing, as well as the problems of processing and distribution, are becoming increasingly complex in our competitive situation.

We are very fortunate today to have with us three outstanding men representing various phases of the livestock end of this industry.

We will start this off with a discussion of the research and type development, type improvement phase of this livestock problem. As leader, we have a man who is unusually well qualified. He is a graduate of the University of Illinois, and he has done graduate work since finishing there at the USDA and at George Washington. Since 1920 he has been engaged in research work for the Bureau of Animal Industry, his early work being concerned primarily with the soft pork problem, and a little later on with the broad program of the cooperative studies on factors affecting the quality and palatability of meats.

In 1931 Mr. Hankins was given the responsibility for all meat research activities of the animal husbandry division, and his organization now deals with a wide variety of problems relative not only to the subject he will discuss today but to many other related subjects in the livestock and meat field.





# Experts Discuss Stock Problems

**O. G. HANKINS:** The term "type" as it relates to hogs has been loosely and inexactly used. It has been variously modified by chuffy, rangy, lard, bacon, small, intermediate, large, big, big bone, fat, meat and other adjectives, depending not only on the characteristics of the hog being described, but also on the preference of the individual for a certain term. That is to say, some of the terms mentioned are regarded by many persons as more or less synonymous, such as "lard type"



**O. G. HANKINS**

with "fat type" and "rangy" with "large," and they use them accordingly. This situation, together with lack of precision and agreement in differentiating between types, has tended to create a somewhat confused picture. Webster defines type of livestock as "the combination of characters appropriate to a special kind of use." It is probable, therefore, that the present tendency to characterize hogs as meat type or fat type is as nearly correct as any occurring in former times.

Regardless of the name applied to it, what is the best type of hog to meet the requirements of both producer and consumer? That problem is one of the most serious confronting our livestock and meat industry. Although certain factors—notably the pressing demand for lean cuts of pork and the surplus of lard—have recently brought the problem into sharp focus, it has actually existed for many years.

Early in the century the short, thick, low-set, heavily-finished hog was popular. It was commonly designated as small type. Hogs of this type, however, began to lose their popularity and it was not long until a very marked trend developed toward the other extreme, which was rather generally referred to as the large type. This trend in selection and breeding progressed so far that about 25 years ago a large proportion of the hogs marketed in the United States were narrow and shallow bodied, long-legged, often not well muscled and

frequently under-finished. However, the popularity of this type did not continue for many years before the pendulum began to swing back toward a middle ground. The feeling became somewhat general among producers and in the meat industry that somewhere between the two extremes there could be developed a type that would better meet the requirements of both producer and consumer than did either the small type or large type hog. Selection practices were increasingly modified with this objective in mind and we began to hear more about intermediate type hogs. The term "meat type hog," widely used today, came into being about the same time. There is little doubt that, as a general rule, in the minds of informed persons it means an intermediate type hog of the kind that will yield a maximum of lean meat with only enough fat to insure the most satisfactory quality in the products.

## USDA Study of Types

During the eight-year period from 1931 to 1938, inclusive, the Bureau conducted a study to compare the large, intermediate and small types. Poland China hogs were used because of the relative ease with which the three types could be obtained in that breed. Feeding and management were the same for all three types, but in one set of experiments the pigs were fed to the same final weight of approximately 225 lbs. and in another set of experiments to a uniform degree of fatness. The individual pigs were subjected to a final classification for type by a committee of three persons at the close of the experimental feeding period.

When the final weights of the three types were equal, the average weights of chilled carcasses were about 167, 165 and 174 lbs. for large, intermediate and small, respectively. The corresponding dressing percentages were 74.3, 73.6 and 78.2. In average thickness of back fat the values were 1.4, 1.5 and 1.9 in. The plumpest hams were produced by the small type hogs and the least plump by the large type. However, as shown in other work on Poland China hogs, plumpness was largely dependent on fatness.

With respect to yield of primal cuts based on carcass weight, the large type hogs were highest and the small type hogs, lowest. This was true regardless

of whether or not the bellies were included with the hams, loins, picnic shoulders and butts. The large type carcasses produced 14.4 per cent of the combination of skinned back fat, leaf fat and fat trimmings; the small type carcasses, 20.7, and the intermediate type, 16.6 per cent. These percentages represent estimated lard yields of 19.2 and 28.8 lbs. for the two extremes and 21.8 lbs. for the intermediate type.

In the foregoing comparisons there was, on the whole, less difference between the large and intermediate types than between the intermediate and small. This was probably due to the fact that in general there was a strong tendency for the pigs classified as large type at the beginning to pull down into, or at least approach, the intermediate classification while on feeding test.

When the three groups were fed to the same degree of fatness, with the intermediate type at approximately 225 lbs. of live weight, the large type hogs averaged about 260 lbs. and the small type hogs, only 150 lbs. The large type dressed highest and the small type lowest, with a 3.2 per cent difference. There was a corresponding variation in yield of primal cuts but the percentage of the combination of skinned back fat, leaf fat and fat trimmings was practically the same in all three cases.

A critical analysis of the results for the three types led to the conclusion that the intermediate most nearly met requirements that were current at the time—1940. Of probably even more significance was the belief that it embodied, to the greatest extent, possibilities for modification to meet future changes in requirements which were almost certain to come. Developments of the last decade relating to the meat type hog have undoubtedly justified that belief.

## The "Meat Type" Hog

Before proceeding with consideration of the meat type hog, I wish to discuss briefly the composition and yields of hogs of different weights. In a study on intermediate type hogs, we found that the separable fat content of the dressed carcasses increased regularly from about 37.0 per cent for hogs weighing 175 lbs. at slaughter to 45.0 per cent for those weighing 250 lbs. The values for 200- and 225-lb. hogs were 39.5 and 42.2 per cent, respectively. Conversely, there was a decrease in lean meat from 40.6 to 36.17 per cent and in bone content from 15.8 to 12.1 per cent. Based on carcass weight, ham yields decreased appreciably and loin yields even more so, whereas the percentage of belly increased but that of full-cut shoulder changed little with the increase in weight of hog.

Results from a similar experiment showed an increase in dressing percentage from about 79.5 to 82.5 per cent as the live weight increased from 145 to 290 lbs. These hogs, as with all others at Beltsville, were dressed with head on, leaf fat in and hams not faced. Other interesting changes with increase in live weight were a decrease from 18.4

to 17.0 per cent in ham, 12.2 to 11.0 per cent in loin, 17.7 to 16.7 per cent in full-cut shoulder and an increase from 10.1 to 11.9 per cent in belly.

Perhaps the most significant change was in cutting fat, consisting of the skinless back fat, leaf fat and fat trimmings. In terms of lard, the yields were of about 12, 19, 28 and 44 lbs. from hogs weighing approximately 145, 180, 220 and 290 lbs. on foot. Your attention is called to the fact that the increases in lard yield are far from proportional to the increases in live weight. For example, with an increase of 22 per cent in live weight, from 180 to 220 lbs., there was an increase of 47 per cent in lard; and with an increase of 32 per cent in live weight, from 220 to 290 lbs., the increase in lard was 57 per cent. Or, to express the matter in another way, the 220-lb. hogs produced one and one-half times as much lard as the 180-lb. hogs. Stating that the 220-lb. hogs produced only 19 per cent greater weight of primal cuts than the 180-lb. hogs and the 290-lb. hogs only 32 per cent more than the 220-lb. hogs, helps to complete the picture.

Probably the most important step of the Bureau of Animal Industry in the work on meat type hogs was taken in 1934 when some Danish Landrace boars and gilts were carefully selected in Denmark and imported into this country. Many of you are familiar with the story and know that a number of inbred lines based on the crossbred foundation of Landrace with other breeds have been developed. Examples are the Landrace X Chester White, Landrace X Large Black (an English breed) and Landrace X Tamworth—better known as Minnesota No. 1. Although often referred to as crossbred strains, these lines, as well as some of the others, have been so well established through the application of principles of scientific breeding that they may be regarded from the practical point of view as representing new breeds. They breed as true and uniformly to type as do our older, well-known breeds.

### Carcass Studies at Beltsville

It is my purpose in the remainder of my remarks to give you a concise but clear picture of the results and implications that have come out of the carcass and meat studies carried on in connection with this crossbreeding work. Time does not permit covering the entire field and I shall limit my report to the work done at Beltsville.

The experimental procedure calls for the self-feeding of four representative pigs from each litter under standard conditions. When the pigs individually attain a weight of approximately 225 lbs. they are slaughtered with heads left on, leaf fat loosened but not removed and hams not faced. After chilling, the carcasses are measured by a method that takes into account average thickness of back fat, length of body, length of hind leg, plumpness of ham and other characteristics. A cutting

method is employed which results in a full-cut head, two-rib picnic shoulder and corresponding butt, short-cut ham, belly trimmed only enough to remove the teat line and square the corners and loin with approximately  $\frac{1}{4}$  in. of fat covering. All cuts are weighed promptly to avoid appreciable evaporation loss and yields are calculated on the basis of live weights at slaughter. In that connection, with the last feed given 24 hours before slaughter, the slaughter weight averages about 212 lbs. as compared with the final feedlot weight of approximately 225 lbs.

Utilizing these methods for some years, we have accumulated data on large numbers of hogs, not only on those in the crossbreeding work but on others as well. There has always been a question as to the characteristics of the "No. 1" or "Ideal" hog or carcass that could be expressed in precise, measurable terms. In analyzing results from nearly 1,700 hogs of the usual market weight of about 225 lbs., we found a variation from less than 40 per cent to more than 50 per cent in combined yield of ham, loin, belly, picnic and butt. It was on the basis of this and other findings that we suggested in 1945 that the so-called "ideal hog" at a slaughter weight of about 210 lbs. should yield not less than 50 per cent of the live weight in the combination of ham, loin, belly, butt and picnic shoulder, and should have an average thickness of back fat of not less than 1.50 in. nor more than 1.75 in. This minimum fatness was to insure satisfactory quality in the products and the maximum, admittedly an arbitrary figure, was to help avoid excess fat.

The standard for Choice No. 1 carcass of 220- to 230-lb. hogs as now proposed by the Department's Production and Marketing Administration is rather closely in line with the Bureau's suggestion of 1945. Incidentally, as many of you are aware, PMA on February 15, 1950, undertook to describe the corresponding Choice No. 1 live hog, as well as the other proposed market grades of slaughter barrows and gilts.

Six inbred lines developed from the crossbred foundation of Landrace with other breeds and the purebred Landrace

L X PC—Landrace x Poland China  
L X CW—Landrace x Chester White  
L X LB—Landrace x Large Black  
Y X D X L X H—Yorkshire x Duroc x Landrace x Hampshire  
L X D—Landrace x Duroc  
L X D X H—Landrace x Duroc x Hampshire

are included in the work at Beltsville. The lines are L X PC, L X CW, L X LB, Y X D X L X H, L X D and L X D X H. According to the most recent summary the L X CW line has "dressed" highest with a percentage of 80.66. The L X LB and L X PC lines

were next with values just under 80 per cent, and the lowest gross yield was shown by the L X D X H line with 77.85 per cent. Moreover, both the L X PC and L X CW produced on the average almost 49.0 per cent of the combination of five preferred cuts. That means, of course, that many individuals have yielded well over 50 per cent. Landrace produced 47.9 per cent and L X D X H was lowest with only 46.2 per cent.

Except for the L X LB, which was overfat, all of these lines and the purebred Landrace fell within the acceptable range of 1.50 to 1.75 in. in average thickness of back fat. However, within that range the L X PC, L X CW and purebred Landrace were less fat than the others. Estimated lard yields, of course, were in line with back fat thickness. Landrace was lowest with slightly more than 22 lbs., L X PC and L X CW next in order with about 23 lbs., and L X LB highest with 26 lbs., the other lines being intermediate.

It is especially interesting to compare the yields of these Landrace hogs and the newly developed lines with those of the average 225-lb. hog that goes to market. The best estimates we have been able to obtain indicate that this average hog produces about 2 to 8 lbs. less of the preferred cuts and 2 to 5 or 6 lbs. more of lard.

### Fat and Gross Yield

With further references to gross yield, in which I know you are all intensely interested, the fact is well known, of course, that as a rule fatness contributes greatly to it. Results of a Beltsville study show that among a large group of 225-lb. barrows and gilts varying widely in fatness the dressing percentage increased on the average about one per cent with each 0.25 in. increase in thickness of back fat. Yet, this is a finding that must not be accepted at face value. Exceptions to the general rule that may prove very significant have appeared in the work on developing the meat type hog. A recent experience illustrates the point.

Last fall we selected two hogs at Beltsville for an exhibit. One was chosen for high yield of preferred cuts and moderate degree of fatness; the other to represent the fat type. The weights of the contents of the digestive tracts were determined so that it was possible to calculate yields on the basis of equalized "fill."

The carcass of the meat type hog was found to have 1.6 in. of back fat; that of the fat type hog, about 2 in. Strange as it may seem, the meat type hog dressed 83 per cent and the fat type hog, only 79 per cent. Accompanying these dressing percentages were the widely differing yields of preferred cuts of 54 and 47 per cent, respectively.

For another example, I call your attention to the following cutting results. The meat type hog, with 1.7 in. of back fat, dressed 82 per cent; the fat type hog, with 2.3 in. of back fat, dressed slightly less than 82 per cent. The cor-

responding yields of preferred cuts were 53 and 48 per cent.

In terms of weight, they produced 117 and 102 lbs. of preferred cuts. In terms of fats, 28 and 39 lbs. And in terms of estimated lard yields, 22 lbs. plus and 31 lbs. plus.

I would also like to call your attention to the heavy muscling in the belly of the first pig, as compared with that in the belly of the other pig, and to the much larger area of cross-section of muscle in the loin of the one as compared with the other. I hardly think it is necessary for me to comment further on the much heavier muscling of this meat type pig than the fat type pig.

As a final illustration of my point, I refer again to the different lines at Beltsville. The highest dressing line (L X CW) is next to the lowest (purebred Landrace) in back fat thickness. The L X PC and L X LB are next in order and almost identical with respect to dressing yield. Yet the L X PC is very little fatter than the L X CW, whereas the L X LB is the fattest of all lines.

In the light of these results, it seems entirely possible to have high dressing hogs that are not overfat. Replacing some of the fat with lean meat, involving the identification and propagation of more heavily-muscled pigs, appears to be the job we must do. Moreover, the indications are clear that this accomplishment will carry with it an increase in yield of the preferred cuts. There can be no doubt that we have many good meat type pigs in the United States with which to form the nucleus for a successful development of this kind.

Although it has not been possible at Beltsville to give attention routinely to cut-out values, this discussion would be incomplete without some consideration of that method of expressing results. Several months ago we made a study of a group of fifty-five 225-lb. hogs, using prices quoted in THE NATIONAL PROVISIONER, and found that the products from hogs with 1.3 in. of back fat were worth \$24.42 per 100 lbs. live-weight, whereas those from hogs with 2.1 in. of back fat were worth only \$24. This means that the leaner pigs were worth almost a dollar per head more than the fatter animals, despite the fact that the latter dressed 2.8 per cent higher than the former. Directly associated with the higher value of the leaner pigs was a yield of 2.2 per cent more of the preferred cuts.

In conclusion, I should like to express the belief that the apparent advantages of the meat type hog will compensate manifold for all the effort and difficulty that may be involved in establishing its production on a more extensive scale in the United States.

**CHAIRMAN WELLS HUNT:** To me the highpoint in Mr. Hankins' talk was that it is possible to have high yield of lean cuts without sacrificing dress yield. I don't think that concept is fully appreciated by a good many packers, since from time immemorial hog buyers

## New Standards for Hog Grading and Trading

**H. E. REED:** I have been very much interested in listening to Mr. Hankins describe the research work in hog breeding. I think it will be a wonderful thing when we get all the hogs in the United States—we're really the hog producers of the world—to this type of hog. But I don't think we're going to have to wait until we breed this kind of hog to get all the benefits from what he has found, and that's what I am going to talk about this afternoon.

I think that in general we are doing a pretty poor job in marketing hogs throughout the United States. Of course, there are plenty of places where hogs are being sold on their merits. And I'm not blaming any one group in particular.

I think the problem boils down to this, that weight is being given entirely too much importance in determining hog prices, because weight is certainly not the only factor that determines the value of a hog. I am sure that most of you will agree with us. And where hogs are being sold on a weight basis, we have an inequitable method of pricing them. So, certainly as far as the hog producer and the packer are concerned, unless the packer is one who buys across the board and averages out, a change is very much overdue.

In general, the heavier a hog, the higher the carcass yield; but with the changes that have been taking place in

the demand for hog products, carcass yield is not the most important measure of the value of a hog.

In recent years we have seen rather startling changes in the relative value of pork cuts. During the past winter, all of you have heard discussions about whether pork is holding its own with the price of beef. We've heard talk about pork's being the "poor man's food." Now, since we don't have any poor men any more, everyone wants to eat beef!

There has been a lot of loose talk. I was very much interested last night, just before we got on the train, when one of our analysts, Charles Burmeister, handed me some figures. He hadn't finished his study, but he gave me his first sheets. He had just been making an analysis of pork prices as compared to beef prices, and so far here is what he has found: The prices of lean pork cuts have held their historical relationship with beef prices, but the prices of fat pork cuts have dropped about 60 per cent compared with their historical relationship with beef prices. And, of course, you all know what has happened to lard!

All of this adds up to the fact that cut-out returns are more important than carcass yield in determining the value of live hogs.

In the livestock branch we have been realizing for some time that this practice of letting the scales determine the price of hogs is a bad one; and we're also fully aware that just talking about improved methods of selling doesn't mean improvement. We know that some adequate and acceptable standard or device in addition to weight must be established as the price-determining factor before a change can be made.

(Continued on page 125.)



HARRY REED

have been praised and condemned on the dress yield of their hogs. The conception has always been that dressed yield alone was the major factor to consider; and many have been skeptical of all programs directed towards the development of a leaner type hog on the mistaken idea that a lean, meat type hog would result in the substantial reduction in dressed yield and therefore a lowering of the value of the animal alive. Mr. Hankins' data—that obtained through extensive studies of carcasses at Beltsville and other experiment stations—have shown that theory is false. You can get a high yield of major lean cuts without sacrificing overall dressed yield. The next speaker is going to discuss, among other things, the application of certain of this research knowledge that identifies the fact that a hog is not just a hog. There are differences of important commercial value. And he will show us a means of applying that in commercial trading which will improve our ability to select and encour-

age the production of a better meat type of hog.

Harry Reed is from Missouri, with a B.S. in agriculture from the University of Missouri and an M.S. from Kansas State college. He was on the animal husbandry staff at Kansas State for some time, and managed a large livestock farm in Missouri for about five years.

He was in the United States Army and later, for eight years, served in the foreign agricultural service of the U. S. Department of Agriculture. He was on the scene in Denmark when the greatest progress was made in the perfection of their breeding and marketing program to produce a type of pork that met the exacting requirements of a particular market—the English market.

He now holds the title of director of the livestock branch, Production and Marketing Administration, U. S. Department of Agriculture.



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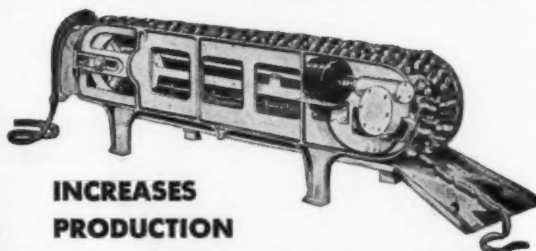
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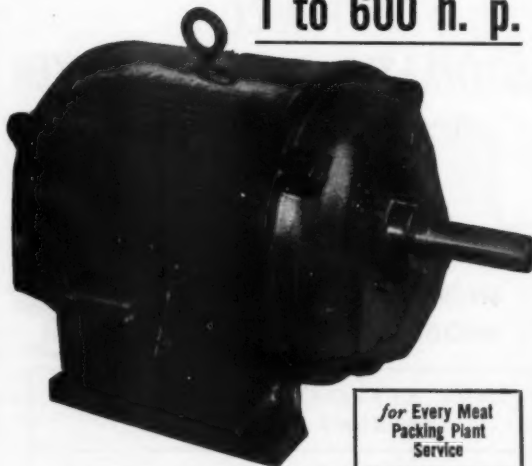
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I think many of you are familiar with the work that we have been doing on hog and pork carcass standards. I think that now our standardization experts have developed a grade system for live hogs that, if used, will solve the problem of merit selling of hogs.

### Live Hog Grading System

Now, I want to make it very clear that I am not advocating compulsory government grading. All I am saying is that a tool has been developed as a means of appraising the value of live hogs in relationship to their cut-out value. Use it if you want to; and if you don't, that is all right. If you want to go to the weight-break method and lose your shirt, I shall defend your constitutional right to do so. But it seems to me that this system of standards is essential for at least three reasons.

First, it is necessary for the merit selling of hogs. Second, it is as good a solution as I can visualize right now to this growing lard problem. And third, it is as good an answer as I know to the urge for carcass grade and weight selling, which seems to come from folks who are disgusted with present marketing practices.

These new live hog standards will permit translation of cut-out values to live hog prices. Both the producer and the packer are interested in hogs that produce the largest proportion and the more valuable pork cuts. At least they are if they are trying to satisfy consumer preference. For many years the industry has been aware of the importance of cut-out value, but has lacked the guide by which the value could be quickly and easily appraised in a live hog. Now, with a great deal of assistance from state experiment stations and the industry as a whole, our standardization specialists have now come up with a system that we think will do the job.

I'd like to take a few minutes and describe how our proposed grades for live hogs were developed. We started out with carcass grade standards and translated them into live hog grade standards. The system is based on the ratio of lean cuts to fat cuts, which are indicated by certain carcass characteristics. It has proved to be extremely satisfactory in determining the value of a hog carcass.

In the early development of these standards, two factors seemed to be of primary importance—yield of lean cuts from a carcass and the quantity of meat in these cuts.

### Back Fat Thickness

Using Boston butts, loins, picnics and hams, we sought a characteristic that would indicate the yield of these lean cuts, and at the same time not overlook the quality of the cuts. It soon became apparent that back fat thickness was the best single factor for determining the proportion of lean fat within the carcass. Further tests showed that the back fat thickness in relation to the length and weight of the

carcass permitted a very accurate estimate of the ratio of the lean to fat cuts.

The next step was to develop ranges, or limits, of thickness that would adequately define the different categories and grades of carcasses. Hogs yielding choice cut were broken down into three groups based on the degree of fatness. While the quality of the meat in the three groups is generally the same, the resemblance ends right there. On a Choice No. 1 carcass, for instance, which is about the thinnest kind that will produce a choice cut, from 48 to 51 per cent of its weight will be in the four primary lean cuts. But a No. 2, which carries more fat, will produce only 45 to 48 per cent of the lean cuts. And a No. 3, which is decidedly overfat, will cut out less than 45 per cent in the four lean cuts. I think there is the answer. Certainly you packers will want to buy the one that will cut out 51 per cent of 40c meat rather than one that will cut out less than 45 per cent of 40c meat, with several extra pounds of 12c lard.

The other two grades—medium and cull—may have higher yield of the four lean cuts, but of course their underfinish is such that they do not have high quality. Just as a matter of interest, I might point out that our experts found that with a tenth of an inch decrease in back fat thickness, the weight and the length remaining the same, the yield of the four lean cuts increased about one per cent.

### System Relatively Simple

I am convinced that any good hog man can familiarize himself and make use of these live hog standards in a very short time. In fact, I like to think that there is nothing new about these hog standards; just good old animal husbandry. I think the big difference is that when we originally learned our animal husbandry we had an excellent lard export outlet and so thought in terms of larger and lardier hogs.

In actual demonstrations of these live hog standards both producers and hog buyers have been amazed at the live hogs that are placed in the No. 1 grade. However, as soon as they see the carcasses, they are convinced that those are the hogs that should be in the No. 1 grade. We are making these specifications available now, not as officially promulgated standards, but as proposed standards to be promulgated as soon as they are perfected. We are confident that the standards provide the basis for a more efficient hog marketing practice. We will be glad to demonstrate as requested.

I am not suggesting that we are going to use a ruler or any tools to measure live hogs, chasing them around in pens. It is going to be the eyes of the salesmen and the buyer that do the job. The specifications reflect carcass measurements which can be visually determined in a live hog and in a practical way only by the eye of the inspector.

There is another point that I would

like to make. I do not want to be interpreted as suggesting that the use of these standards will make packers pay more total money for hogs than competition forces. Of course, I am glad to see packers pay more and more all the time for hogs; I thoroughly believe in that. But I believe that by using these standards, packers will do a much better job of distributing the total amount of money they pay for hogs to hogs with quality and value. It seems to me that instead of selling all hogs within a given weight range at the same price, selling individual lots of hogs on their merits is essential if quality production is to be rewarded as it should be with premium prices.

We in the Department are not trying to force these standards on any one. We are merely offering a system of live hog standards that we think is essential for the proper marketing, the proper valuing, of live hogs. Those who have used it seem quite happy with it. We hope the rest of you will use it if you like it.

**CHAIRMAN WELLS HUNT:** There is just one question that I would like to ask. How accurately can you call your shots on livestock grading by these standards?

**HARRY REED:** We have one man, Lowell Strong, who has been taking the lead on this work. He worked with a packer one week and the packer himself told me that if you would put hogs in a pen, not more than 50 at a time, Lowell would get 90 per cent of them accurately. Of course, if you are going to have 400 or 500 hogs run down an alley, you won't do so well. But I think any good hog man could get 90 per cent, if he has sufficient room in which to sort them.

**CHAIRMAN WELLS HUNT:** In other words, this is not a system of selection that is so super-technical it is beyond the comprehension of the practical hog man in the field. It is actually a case of applying a new tool to our basis of selection and buying hogs.

For the third phase of this program we are again fortunate in having an outstanding leader. We could have no better man to discuss the place of a terminal market in our industry than our next speaker. Soon after he left business college he was employed by Morris & Co., in Oklahoma City, and later moved to Chicago. He then worked for eight years with the Cleveland Provision Co., and was president and general manager of the Cleveland Union Stockyards Co., and is still chairman of the board. For the last four years he has devoted all his time to improving the services of the public livestock markets, as president of the American Stockyards Association. For eight years he has also been a director of the Federal Reserve Bank of Cleveland and at the present time is the deputy chairman of that bank. Mr. Baker will discuss the subject of the public stockyards as an integral part of the livestock and meat industry.



## PACKERS SHOULD BE INTERESTED IN MARKETS

**A. Z. BAKER:** You are interested in stockyards, not because they are stockyards, but because they are the places where your principal markets are located. These markets are yours, in the sense that they exist only by your support. They can be approved only by your assistance and the things you heard this afternoon regarding the improvement in hogs and the improvement in grading and grade designation are some of the ways in which you can help to make these yards serve you more effectively.

So I would like to change my subject, if I may, and put it in the form of a very brief positive statement, and say that the public livestock markets are an integral part of the packing industry. These markets do constitute the greatest concentration of livestock supplies and since your business depends upon a supply of livestock, you must of necessity be interested in public livestock markets.

I am worried at times by what seems to be an indifferent or perhaps a casualness in the approach toward livestock buying, for you spend about 75c out of every dollar you receive for the sale of your product for livestock. You spend about 5c for fuel, salt, sugar and other supplies; and yet, I have seen purchasing agents in packing houses where I worked devote a lot of time to testing, examining and comparing products and supplies before they purchase. Sometimes it seems to me that you do not pay enough attention to the purchase of your livestock. You get a cut-out sheet, of course, after the livestock is bought, and you run them over the rail—but that is in the nature of doing something after the hogs are already out in the corn field.

Since these public livestock markets are the places where you can and do buy a considerable portion of your livestock supplies, I think you should be interested in seeing that the things they offer are perfected to the greatest degree possible. Certainly we in the industry would like to have you help us make these public markets function as best they can.

We might consider a few points that make these markets a very important, vital and essential part of your business. First, their location. They must be accessible to a supply of livestock and they must be accessible to you. Second, you are interested in adequate facilities that are safe and sanitary. In other words, you are interested in

facilities that will provide that your livestock will be handled in a safe way, to reduce to a minimum the losses from bruising, crippling, injury, death and shrinkage due to delay or unnecessary handling in connection with weighing.

We in the stockyards end of the business—and I think you should know that the stockyards are only the operating departments of these markets, and we have market agencies which are the sales departments—have been devoting a lot of time in trying to improve our facilities so they are more adequate, safer and more sanitary, and in trying to improve the service so that it is more satisfactory to you.

### Dependable Volume Needed

The third thing in which you are interested is volume, a dependable volume, so that you know with reasonable certainty, day by day, that you can go through these markets and secure the volume and selection of livestock you want.

You are interested, also, in the service which you get at these markets. You are interested in the weighing, in getting a pound of livestock for every pound you pay for. You are also interested in the buying services, in those who buy livestock through so-called market agency order buyers, representing you as your agent. You can, and you should expect them to service you exclusively in that transaction, remembering all the time that they are your agents and owe to you the degree of devotion that your full-time employees would give you.

You are interested also in the type of dealers from whom you buy a considerable part of your livestock. Of course, you all have to understand in buying from the dealer that that dealer is performing a service—that he is in business for himself and sells you the kind of livestock that you want at the price you are willing to pay. He is not your agent, but he does perform a useful function in bringing together lots of mixed livestock—small lots, perhaps undesirable lots—and putting them into packages that suit you and selling them to you on his own account at a price you are willing to pay.

You must realize that in the procurement of your livestock you must pay for the services you receive. You pay your full-time employee a salary for buying livestock for you. You pay the market agency order buyer a commission for representing you in the purchase of livestock through him; and you

pay the dealer a profit for the services he performs.

Then you are interested in the trade practices on these public livestock markets. You are interested in knowing that the practices are pretty well defined by the Packers and Stockyards Act; the regulations the Secretary of Agriculture prescribed under that Act; the rules of the stockyard owner itself; the rules of the market agencies, and the rules that operate on the markets. You are interested in receiving fair treatment and equal treatment, and in having the practices properly supervised and enforced.

You are, of course, interested in the cost to you of these public markets. Twenty-five years ago, perhaps 90 per cent of all the livestock moving to slaughter moved through some 60 public markets. At the present time there are 250 markets posted under the Packers and Stockyards Act and a number more are under consideration. There are perhaps 2,500 auction markets in the United States. The aggregate cost of plant maintenance and operation is a load that hits you as buyers, or the producers—or both—the owners of those properties must bear it. You are interested in that.

### Comparability of Markets

You are also interested in comparability of markets—whether you can understand market conditions and prices that are being paid on the different markets. You are interested in the grades that Harry Reed has just described, which will be of inestimable assistance to you. If and when they are thoroughly understood, not only by you but by the people in the country and other buyers, you will be better able to report conditions on the individual markets so that the livestock producer on the one hand and the buyers on the other hand can make an intelligent comparison between markets.

You are also interested in the fact that these prices have price determinants. They certainly reflect prices on a given market, and those reflections going out as market reports have a tendency to become, and perhaps actually do become, the basis for all of the trading in a particular area. The comparison of prices between markets is of importance to you, and I suggest that you think in that connection what the condition would be if you had no established markets and no market reporting to guide you in the purchase of your livestock.

Public markets today are an integral part of your business, and they may be more important to you before you and I retire.

**CHAIRMAN WELLS HUNT:** The next speaker, Mr. Howard E. Kroll, who is regional specialized report manager of Dun & Bradstreet, Chicago, is very well versed to discuss the important subject of credit this afternoon. His subject is certainly deserving of increased attention by all packers. (Kroll's talk will be found on page 129.)



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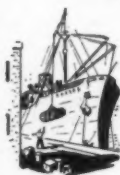
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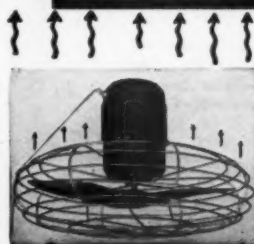
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# Good Risks for Credit Extension

**H**OWARD E. KROLL: I have been asked to discuss intelligent extension of credit. That is a big subject—far too much to cover in the 20 or 25 minutes that I expect to take. So, I am going to confine the discussion to just one part of our problem.

As I see it, all of you extend credit to the little fellow—small butcher shops and the smaller restaurants. In those cases your decisions will be based largely upon your judgment of the personnel. If your customer can run his business reasonably well and make a living, the chances are you will go along with him and you will have such a diversification of risk that you won't be hurt a great deal.

With your larger customers, however, there is more money involved—and it takes a higher degree of skill to exercise intelligent judgment. So, I am going to confine my remarks to these larger companies, in which you have the greatest credit extension problem.

## Credit is Major Problem

Before I get into the subject I am going to take just a minute or two to let you see where this discussion fits into the broader picture of business management. In the management of every enterprise I think you will find that there are five main functions to be performed with reasonable success if the company is to prosper and survive. First, volume. You all hear and know much more about that than I do. But a company must buy intelligently and effectively. Second, production; it must produce efficiently. Third, the sales function, and everybody will admit the sales function is important. Fourth, administration, coordinating these first three, so that the organization as a whole will operate as a unit toward the objective of making money. Fifth is this problem of finance, and it is this I want to discuss with you.

At first glance, one might say, well, all there is to that is to see that there is money in the bank ready to meet obligations when they mature. And, superficially, that is true. Fundamentally, however, the problem is much deeper. The problem there is to establish such fundamentally sound financial policies that this ability to meet obligations as they mature will follow as a logical, inevitable consequence.

I want to discuss these fundamental

financial policies. If you can see them and understand them, then when you consider credit for your larger customers, you can appraise their financial policies and you can understand what their fundamental financial condition is and make a more intelligent decision in the extension of credit.

Incidentally, these same fundamentals apply to yourself, and it is quite conceivable that you may get some benefit out of the discussion for the establishment of your fundamental financial policies for your own enterprise.

I think there are just three fundamental financial policies, and here is what they are. First of all, a company's investment in fixed assets should be in proportion to its net worth, its tangible net worth. What does that mean? It means simply that a company should not invest too much of its capital in fixed assets. That is a beautiful, general statement. Let's be more specific. Just how much should it invest in fixed assets? There is no one definite categorical answer. It will vary with the line of business. Near one extreme are the wholesalers of dry goods and the finance companies, who seldom invest more than 5 per cent of their net worth in fixed assets. And near the other extreme are the utilities, railroads and so forth, which will have 200 or 300 per cent.

## Working Capital and Sales

A more typical proportion, and one which applies to the great majority of lines of industry, is that the investment of fixed assets will run somewhere around 25 per cent and 50 per cent of the net worth. For you packers, the average is 50 per cent. For your jobber customers it is 25 per cent. Some of your restaurant customers and hotel customers and institution customers will have nearer 100 per cent. The violation of this first fundamental policy comes when a company invests too much of its money in fixed assets and does not have enough working capital.

I am going to lay this aside for just a minute and come back to it after I have discussed briefly the second basic financial policy, that a company's working capital should be in proportion to its sales. This is another beautiful generalization. What does it mean?

First, let me define working capital for the benefit of those who may not

know the technical term. Technically, working capital is the difference between a company's current assets and its current liabilities. If it has \$50,000 of current assets and \$20,000 of current liabilities, the difference is \$30,000, and that is the working capital. Perhaps a more readily understandable definition might be this: Supposing a company has a net worth of \$50,000 and invests \$20,000 of that in fixed assets. That money is gone, as far as paying bills is concerned. What is left over, the \$30,000, is working capital, available to meet the day-to-day obligations.

I have said working capital should be in proportion to the sales. If an enterprise has \$5,000 of working capital, it can probably operate a grocery store or butcher shop very comfortably. But that enterprise would have a difficult time—in fact, an impossible time—to try to operate an enterprise, say like Marshall Field & Company here in Chicago. If it is going to operate an enterprise of that size, it needs nearer \$30,000,000 of working capital. If General Motors should try to operate with a petty little \$30,000,000, it would be in great difficulty. General Motors needs to have nearer \$600,000,000 of working capital.

## A Limit on Volume

What I am saying is that there is a limit to the amount of business which a company can safely transact on a given amount of working capital. We credit men all measure that by comparing the annual sales with the working capital and getting a figure of what we call the turnover of working capital.

What should that turnover be? Again, there is no one categorical answer. Near one extreme will be the cigarette wholesalers, for example, or your restaurant customers. In fact, I have seen quite a few restaurant companies operating quite comfortably with no working capital whatsoever. They get fresh supplies of products daily—fresh meat, fresh cream, fresh milk, fresh pastries. Their conversion period is quick. They deliver their finished product to the customer quickly. The customer pays as he goes out the door. As a result, these restaurant concerns can operate very frequently without any working capital at all.

And near the other extreme are the cigarette manufacturers and the distillers, who have to age their products before they can sell them, and the installment furniture dealers. For most lines of industry, the typical relationship is that a company can handle somewhere around \$5 or \$6 of annual sales for each \$1 of working capital that it has. In your line of industry you can do much better because you are dealing in a perishable; you get a quick turnover, and your selling terms are short. The typical figure for you packers is around \$13 to \$15 of annual sales for \$1 of working capital, and the jobbers are a little less—about \$12 or \$13.

The violation of this second fundamental comes when a company tries to

do too much business for the working capital it has. When this ratio of sales to working capital gets too high, we credit men call the situation over-trading. Over-trading is very much like driving a car down the road at too great

a speed. Let's say that 40 miles an hour is a perfectly safe speed at which to drive a car. At that speed, the driver has control. But at 80 miles an hour, the degree of risk is much more than twice as great as at 40. If he is

going at 80 miles an hour and somebody suddenly appears ahead of him from a side road, the man doing 80 miles an hour very likely will not have the time to slacken his speed or change his direction soon enough to avoid a bad smash;

## IT WAS A MEMORABLE CONVENTION

1. Seated, left to right: Dan Summer, vice president, Jack Shribman and Al Weil. Standing: Anton Heilig and Bob Bechstein, all of Premier Casing Co., Chicago.

2. Jay L. Taft, William Hugill, Nelson L. Ellis, sales promotion manager and William D. Sutton, all of Eastern Stainless Steel Co., Baltimore, Md.

3. J. B. Sabean, vice president, John E. Smith's Sons Co., Buffalo, was kept very busy demonstrating the new Buffalo skinless frankfurter peeler.

4. J. M. Gordon, president, J. M. Gordon Co., Inc., Glendale, Cal., and E. C. Steiner, president, Kentmaster Mfg. Co., Los Angeles.

5. W. Callahan, Chicago Cold Storage Division, Beatrice Foods Co., Chicago; R. W. Burrows and W. F. Richmond, both of J. C. Wood & Co., Chicago, and W. A. Kron, Chicago Cold Storage Division, Beatrice Foods Co., Chicago.

6. L. Markus, Martin E. Bush, sales manager; Harry I. Hoffman, president; William Zeisel and E. L. Reichart, all of J. S. Hoffman Co., Chicago.

7. M. C. Dakin, sales, John Szekais, sales, Charles F. Mayer, president, and S. A. Mayer, secretary, all of H. J. Mayer & Sons Co., Inc., Chicago.

8. Murray Hopkins, advertising manager; Louis T. Hunter, chief engineer, and Paul Greene, sales manager, all of Air Induction Ice Bunker Corp., New York City, with E. A. Noble, president, Noble Butchers Supply, New Orleans.

9. Ralph Kaufman, Sol Morton, president, and John Lowe, all of Meat Industry Suppliers, Inc., Chicago.

10. David Weissman, Drying Systems, Inc., Chicago, and F. Cristion, Food Management, Inc., Cincinnati.

11. Bob Byrnes, The Globe Co., Chicago; Roy Reed, Samuels & Co., Inc., Dallas, Tex.; Jake Lissner and W. J. Worcester, both of The Globe Co., Chicago.

12. William C. Schmidt, vice president, Cincinnati Butchers' Supply Co.; Ralph J. Tepe, partner, Tepe Sausage Co., and Peter Kuntz, Kuntz Casing Co., Cincinnati.

13. Miss Caroline Chesrow of The National Provisioner staff in the publishing

company's booth in the exhibit hall.

14. Seated: Jim Heller and Jack Manion, assistant sales manager, both of Milprint, Inc., Milwaukee. Standing, left to right: E. J. Manion, sr. and Mrs. E. J. Manion, sr., parents of Jack Manion; Hugo Heller and Harry Rosenfield, both of Milprint, Inc., Milwaukee, and Mrs. Jack Manion.

15. C. T. Hunt, Earl Tomberlin, D. C. Johnson, C. W. King and E. P. Mitchell, all of Pure Carbonic Inc., New York City.

16. Leonard Hantover, vice president, Phil Hantover, Inc., Kansas City, Mo.; Norman Brammall, president, Food Management, Inc., Cincinnati; George H. Hollingsworth, assistant superintendent, John J. Felin & Co., Philadelphia, and Charles L. Abrams, sales manager, Phil Hantover, Inc.

17. W. Hincks, development engineer, Canada Packers Ltd., St. Boniface, Manitoba; Miss S. Malicki, Chicago; Miss Mavis Yates, secretary to the president, and Virgil R. Norris, president, both of Consolidated Engineering Enterprises, Chicago, and V. Schmidt, beef superintendent, Canada Packers Ltd., Winnipeg, Manitoba.

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and that is exactly what happens frequently in a business enterprise which is over trading.

Please do not misunderstand. I am

not trying to say that you should not sell all you can. But if the business increases its sales faster than it increases its working capital, it ap-

proaches an over-trading position. Larger sales require larger inventories, larger receivables. It takes more employees to handle the sales and larger

## ROVING CAMERA COVERS EIGHTH FLOOR ACTIVITIES

1. Seated: J. B. Sabean, vice president; Harold Smith, president, and Baldwin Smith, vice president, John E. Smith's Sons Co., Buffalo. Standing: H. L. Hunn, treasurer and chief engineer, John E. Smith's Sons Co.; Ronald H. Marks, vice president, and H. K. Hirsch, secretary and sales manager, Enterprise Incorporated; John Dowding and Edward P. Vail, both of John E. Smith's Sons Co., Buffalo.

2. Henry C. Bass, vice president, Western Inc., Miami, Okla., and Dick Drees, Preservalline Mfg. Co., New York City.

3. Seated: Harry Strauss, Charles A. Raynor, vice president; Laurence W. Pfaelzer, president, and George E. Fisher, secretary-treasurer. Standing: Herb J. Altheimer, Herbert W. Strauss, Sam Isaac, Bill Raynor and Mike Krauss, all of Independent Casing Co., Chicago.

4. Front Row: Ev. Shelby, W. G. Taylor, C. Carr Sherman, president, and Jack Pendexter, sales manager, meat packer sales. Back row: Jack Woods, G. W. Ross, general sales manager; Matt Keane and Bill Icke, all of H. P. Smith Paper Co., Chicago.

5. Ray Carroll, Enterprise Incorporated, Dallas, Tex.; Karl B. Drowatzky, purchasing agent, Turvey Packing Co., Blackwell, Okla.; Glenn Vaughn, secretary and general manager, Oklahoma City Packing Co.,

Inc., Oklahoma City, Okla.; H. K. Hirsch, secretary of Enterprise; Sam H. Turvey, sr., and Sam H. Turvey, jr., both of Turvey Packing Co.

6. John S. Banks, Barliant & Co., Chicago; Jack E. Breadman, president, Bee Products, Chicago and Samuel Barliant, president, Barliant & Co.

7. Front row: Ivan G. Potts, Pilotlab, Evans City, Pa.; Mrs. A. F. Jaumann; G. W. Gottschall, Peschke Packing Co., Ionia, Mich.; Mrs. James E. Carell, Carell Sales Co., Cincinnati, and James E. Carell. Back row: Scott E. Strahan, Scott E. Strahan Co., Atlanta, Ga., and A. F. Jaumann, Leland Chemical Co., Inc., Milwaukee, Wis.

8. Seated: J. C. Graham, vice president; George H. Elliott, president, George H. & Elliott Co., Chicago, and Floyd Harvey, president, Oklahoma Packer Hide Co., Oklahoma City, Okla. Standing: C. Watts, president, Consolidated Packer Hide Co., Fort Worth, Tex.

9. Seated: Goldie Arendt, Wixon Spice Co., Chicago; Don Alferi, Alferi Laboratories, Neenah, Wis.; Norval Jandrain, Jandrain Sausage Co., New Franklin, Wis., and J. B. Bond, president Wixon Spice Co. Standing: Karl A. Bruch, A. P. Voaden, vice president, and E. G. Otton, all of Wixon Spice Co. of Chicago, Illinois.

10. Seated: Hal S. Hall, sales, and Ed Schoenthaler, assistant to the president, Central Waxed Paper Co., Chicago. Standing: George Cadotte, jr., sales, and Bill Stegmeyer, sales, both of Central Waxed Paper Co.

11. P. J. Brille, H. R. Parr, H. A. Olen-dorf, manager, soya flour department, and Al R. Runkel, all of soya flour department, Spencer Kellogg & Sons, Inc., Decatur, Ill.

12. Seated: Ray F. Beerend, president; Jim Henderson and Charles Cox. Standing: D. L. Gruber and Harry Paes, all of Basic Food Materials, Inc., Vermillion, O.

13. Seated: Jim Baker, Jim Baker Associates, Milwaukee, Wis.; C. D. Mullinix, Mullinix Packages, and H. A. Christ, purchasing agent, Hunter Packing Co., E. St. Louis, Ill. Standing: Marvin Duff, assistant superintendent, Hunter Packing Co.; "Ham" Moran, Waxide Paper Co., St. Louis; A. V. Leak, Central Ohio Paper Co., Columbus, O., and "Art" Kern, Western Wax Paper Co., Los Angeles, Calif.

14. Seated: Carl M. Rothschild, Bernard Rothschild and Phillip Rothschild, M. Rothschild & Sons, Inc., Chicago. Standing: Nathan Herman, partner, Herman Bros., Philadelphia; Louis Zeleznik, North River Meat Co., New York; Harry Shipon, Eastern Boneless Beef Co., Philadelphia.

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bookkeeping and administrative staffs are needed. It takes more expenses all the way down the line. Then, if things get tough, that company is going so fast that it doesn't have the time to pull in its horns and readjust its operations before it gets into a bad smash.

I laid aside this first principle for a minute or two, and I want to come back to it. The reason I laid it aside and now come back to it is that these first two principles are so closely related. First a company violates principle number one and invests too much of its capital in fixed assets. That absorbs its capital and leaves it with insufficient working capital, with the result that it has no choice but to over-trade, and the company's condition becomes extremely vulnerable.

Let me tell you a story. I recall a chain store enterprise—very likely a customer of some of you people represented here today. It began in a very small way, by a man who followed the American tradition, saved his money and went into business for himself and established a store. He worked hard, served his customers well and prospered. He saved his money and pretty soon he opened another store. And as the years went by he increased his business, saved his money, opened some more stores until there were 20 stores in operation and the situation was quite all right. I had occasion to watch the progress of that company over a period of a few years. Each six months I got a new balance sheet and each six

months I saw that some additional stores had been opened. What the management didn't realize was that it was expanding a bit too fast.

At the beginning, from a very safe figure of 20 per cent of the net worth in fixed assets, it began to go up. I watched it go up to 30 per cent, 40 per cent, 50 per cent, 55 per cent, 60 per cent and 65 per cent, at which time the condition became extremely top heavy. Our report on the company was not so favorable at that point. In short order, the president of that business was in to see me with murder in his eyes. He threw his income accounts for 20 years back across my desk.

### A Tale of Success

He said, "Look at that. We have increased our sales year after year. We have made money in every year of our existence." He went on and on and on and everything he said was true. Finally, when he let off enough steam, I said, "Do you mind if I say something?"

He said, "Yes. What can you say?"

I said, "Everything you have said is correct. You have done a fine job here in building up a business. You have done a swell job of merchandising, and I take my hat off to you, because I know business is no picnic. But did you ever look at your balance sheet?"

"What do you mean?"

I showed him how his investment in fixed assets had gone from 25 per cent

and was now 65 per cent of his net worth. I showed him how this process of opening more stores, the new cash registers and showcases and all that sort of thing had absorbed his working capital so that it was not keeping pace with the additional sales from the new stores, and his turnover of working capital, which at the beginning was a very safe and conservative eight times, was now a dangerous 18 times. And despite the fact that he was using all the money his banks would lend him, he still could not meet his obligations on time, and he had plans for further expansion.

I said, "At the rate you are going, in six months you will be in bankruptcy. It will be a tragic climax to a lifetime of hard work. It isn't worth it."

I had him scared by that time. He said, "What shall I do?"

I advised him to stop expansion, and to let his earnings go into working capital.

Fortunately, he stopped his expansion right there, and what was rapidly becoming an impossible condition, one which I am confident would have led straight to bankruptcy, became a strengthened condition, and that company today is a fine customer to the people who are selling him.

The point I am trying to make is this: Business men are logically and naturally absorbed in operations. They have to be. Business men have the responsibility for keeping their com-

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panies successful. They are thinking how they can control expenses, achieve greater efficiency, increase sales. That is proper, but like the automobile driver who must take some time out once in a while to look over the car to make sure it is in good shape, a business man must take time out occasionally to look over the company itself and make sure that its fundamental financial policies are sound.

The third has to do with inventories. I am making the point brief because in your line of business you are dealing with a necessity. You have your headaches and your problems, but one thing that you can do is get rid of your inventory when you have to. It is always salable.

Most businessmen try to keep inventories low, because of the obvious advantages—a better liquidity, less risk of loss from spoilage or deterioration, and, in some industries, style changes and obsolescence. A businessman, in considering his inventories, figures that if they are turning in the normal way for his line of industry, they are probably all right. That is good thinking as far as it goes; but it doesn't always go far enough.

Inventories sometimes can get too heavy, even though they are still turning quite actively. In almost every line of business, including your own, the usual relationship of inventory to working capital is this: that inventories run around 50 to 70 per cent of the working capital. What we need, of course, is a check which will tell us when inventories are getting too heavy, even though they are still turning actively, and we find that check in a comparison of inventories with working capital, and the normal relationship is around 50 to 60 per cent. That is what a typical packer and jobber of meat products has.

Inventories can be increased considerably above that level and not create any fundamental weakness in the enterprise. The danger point comes—and this is important—when inventories become 100 per cent of the working capital. Many of your retail customers who are selling for cash will sometimes have inventories in excess of 100 per cent of their working capital. We credit men do not necessarily worry a great deal about that. The fundamental reason—I am making this as a statement of fact, without any explanation—why inventories should not exceed 100 per cent of working capital is that at that point the company no longer has cash and receivables covering its current liabilities and if times get tough—and that is what we are always worrying about—a company with inventories in excess of its working capital will find it is directly dependent upon selling merchandise to get money, at a time when merchandise is difficult to sell.

You, of course, are dealing in a necessity, and you can always sell your merchandise, but I don't need to tell you that you can also take some very nice



## Meeting Pension Issue Squarely

**C**ONRAD A. ORLOFF: I would like to tell you what has influenced the pattern of pensions in the last year or two. There have been pension programs in this country for a long time. In the old days, back around the turn of the century, several large organizations with employees who had long service, who had to be taken care of in some way, adopted pension plans. The retirement age at that time was 70, and if a person left before age 70, he received nothing.

During the depression, many of the plans were curtailed or reduced, or many of the older employees were eliminated from the payroll, and employers recovered substantial funds set aside for that purpose. The result was that employee confidence in old age security was unjustified.

With the improvement in business conditions following the early thirties, many employers again wanted to resume or initially adopt pension plans, and did so on a much sounder basis so that an employee had security.

losses in liquidation of inventories, as happened last year. And if your inventories are in excess of your working capital, the situation becomes vulnerable.

Many of you will say, "Well, how about inventory and receivable liquidity?" Keeping inventories and receivables liquid is certainly of unquestioned importance. My own opinion is that a company should keep all of its assets in good condition—trucks, typewriters, equipment, inventory, receivables. I may or may not be right on it. At any rate, including those two extra ones, inventory and receivables liquidity, there will be five fundamentals; and if you can appraise the financial condition of your larger customers in the light of these five, you will have a more intelligent understanding of the condition of your customer.

Some credit men and businessmen, will say, "How about the current ratio? How about a debt that gets too heavy? Aren't those important?"

Certainly they are, but they are not fundamental. They are just symptoms. A low current ratio is a symptom, like a headache. Wherever you see a low current ratio, or a heavy debt position, it is purely a symptom of something that is basically wrong, and you will invariably find the cause of that symp-

He didn't have to remain until the original retirement age. If he had a reasonable period of service and he left his employ of his own volition, or he left involuntarily, he took with him a piece of a pension, or the amount of pension that had been generated for him up to that time. Those plans weren't initiated or instituted without long and deliberate study.

We find a completely different situation today. Many employers who were not prepared for this subject are faced with the problem of negotiating on pensions.

The factors that have influenced what we now call "the pattern," the union type of negotiated plan, were influenced, unfortunately, by strikes in progress or strikes that were threatened. The result was that the details of the plans had to be agreed on quickly. Many compromises were made, and instead of the employee now having security and freedom, he has a high degree of insecurity and no freedom. He is

(Continued on page 136.)

tom in a violation of one of these three fundamentals that I have mentioned, or possibly in sluggish receivables and inventory.

You and your credit man, in working with these larger customers, can frequently be of service to them, and save them and keep them in business and at the same time serve your interest and preserve a good customer for you.

**CHAIRMAN WELLS HUNT:** We have another subject that is of vital concern at the present time: The demand of labor representatives the country over for increased welfare programs. The existence in a substantial degree of an actual welfare state in Washington, is evidence enough of the importance of this subject.

We have a very capable man to discuss the subject of "Employee Pensions, Hospitalization and Other Welfare Plans" for us. He is the manager of the pension department of Marsh and McLennan, Inc., Chicago. Mr. Orloff is a graduate of the University of Manitoba, majoring in mathematics and economics. He is a member of the society of actuaries, to which he has contributed a number of papers. He has been with Marsh and McLennan over 13 years and now has the position as manager of the pension department of the Chicago office.

now in the position of being enslaved, and I'll tell you why.

If an employee, under the type of plan that is union-negotiated, leaves the employer for any reason prior to retirement age of 65 (which is the general pattern under Social Security), he takes nothing with him. So, if he were to be fired or to leave at age 60 or 65, after a long period of service, he has no security.

Moreover, he can't go some place else to work because no employer will today, generally speaking, or will after plans have been instituted by labor organizations, hire anybody in middle or advanced age groups, because by so doing they are undertaking a sizeable pension obligation.

Another very important factor is that unions have been better informed on this subject than has management; and they have influenced some of the specifications of plans that are neither desirable for employees nor for employers. A plan that isn't satisfactory doesn't perform a job for either employer or employee, and has no degree of permanence in my opinion.

So, what we are seeing today is a transition in pension programming. It is one you have to cope with. You're going to bargain on it. Your industry is about the next one on the list. Steel has completed their negotiation; coal prior to that. The automobile industry next to the metals; and now the meat

packing industry is going to have its turn.

It is important that employers be well informed on this subject in advance of negotiations so they know what they are going into, and that is not a simple matter. Most plans are integrated with Social Security.

That, in itself, is an indefinite thing. We know what Social Security is today. We know it is under study. A bill has been passed by the House to revamp the Social Security Act that will be before the Senate shortly.

Now, if you are undertaking a plan to commit yourselves to certain combined benefits of the private plan and Social Security, and you don't know where Social Security is going, you are taking on a real responsibility.

I'd like to tell you a little about financing pension plans and cite different methods in increasing degrees of security, starting with the least secure for most organizations.

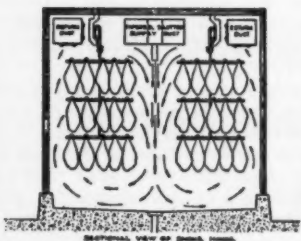
The United Mine Workers had the first large industry pension program that was adopted. That was about four years ago. Under that scheme the employer contributes so many cents per ton of coal mined. It started with five cents, went to 10, then to 20. Now it is at 30 and will probably go to 40 to finance that program. There is no relationship between what the employer pays—that is the cents-per-ton-of-coal—and the benefits that are being prom-

ised. Obviously that is a situation that would not apply, or a type of funding that would not be satisfactory for industrial organizations. It is not impractical in the mining industry because all of the miners, or practically all of them, are in a union, and they take their service credits with them as they go from one mine to another. But that method would be totally inappropriate for industrial organization.

The next type is the pay-as-you-go type. Under that arrangement, the employer makes payments to employees in retirement—the amount of pension that they are going to get each month; and it comes out of current income.

That is a low-cost plan initially because we have comparatively few people who are past age at the time of the adoption of the plan and very few of an advanced age. Eventually, however—and this I think is very important—if the population of your organization remains unchanged you will have 25 per cent of the people on your retirement roll: that is, the people on the retirement roll will constitute 25 per cent of the employees you have on your active payroll. So, if your organization has about 400 employees now and remains at 400, you probably will have 100 people on your pension roll eventually, so that a very large part of your fixed cost of operation will be for what we call "dead wood"—people who are not contributing towards the progress

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of your organization or towards its production.

The pay-as-you-go is the method that is used by Social Security. It is not inappropriate for the government. The government has certain facilities that an industrial organization does not have. They don't have to accumulate very large funds. As a matter of fact, there are distinct disadvantages to large accumulations by the government. They may be diverted to purposes other than those for which they were obtained. And if the funds available to the government are insufficient from the Social Security fund, they can tax the populace and still meet the obligations. An industrial organization can't do that.

The next type is what we refer to as the Bethlehem type—that was adopted by Bethlehem Steel. Under that arrangement, as a person reaches retirement age, funds are set aside for that individual which are sufficient, on an anticipated basis, to pay his entire pension. That is "maturity funding."

However, under the Bethlehem plan no payments will be made with respect to anybody under 60 years of age. So, the initial costs are going to be comparatively low in comparison to their eventual cost. There are only the people then who are over 60 years of age, because it is a five-year contract that has been committed for under the union negotiations, and payments will be made only with respect to people 60 years of age and over if they retire during the first five years of the contract.

If that system were continued indefinitely, those costs would mount each five-year period, and would become very, very sizable in relation to the other operating costs of the organization.

The next type is the U. S. Steel type. U. S. Steel has a past-service liability under their plan of \$496,000,000. They never intend to liquidate the past-service liability. They are going to pay, however, the current cost for every employee for the benefits accruing in each year, and they are going to pay the interest on the past-service to keep it from getting any larger.

That amounts to the same thing as though they went to a bank and secured a permanent loan and just paid the bank the interest on it and never paid the principal.

That is not unsound, either, for the U. S. Steel, but may very well be unsound for a smaller organization. U. S. Steel, we can conclude, is a permanent organization that is always going to be in business in one way or another. It has a large population and should face no difficulties with that type of fund. But a small industrial organization might go out of business and, if it does, the past-service liability not having been liquidated and the past-service accounts not having been liquidated, the employees have no security whatever.

The next method is the soundest and has been adopted by Ford. I am using prominent organizations to make sure that these are recognizable. There are



**T**HE convention reconvened at 10:15 a.m., April 13, with C. B. Heinemann presiding.

**PRESIDENT C. B. HEINEMANN:** The first speaker on this morning's program is a gentleman born and reared on a farm in Illinois. He started as a renter and later became a farmer in his own right, which has heretofore been the inalienable right of the American farmer. I don't know how long that will last.

Mr. Dorsey Kirk is chairman of the agricultural committee of the National Grange. He will talk on "The Packers' Interest in Agriculture Plans."

some in the meat packing industry, too, who have very, very sound programs. I am closely associated with some of them.

Under the Ford plan, the Ford Motor Co. is going to pay the entire cost of credits accruing in each year, and in addition will liquidate their past-service liability—something in the neighborhood of \$200,000,000 over a 30-year period. So that eventually the company will be fully current, fully solvent. The plan will always have sufficient funds to meet all of the accrued credits.

Who pays the cost of pensions anyway?

Initially, pension plans come out of profits of the organization. Later, when other organizations in the same industry have plans they are in a position to pass those costs on to the consumer through increased pricing of the product.

The third stage is passing the cost back to labor. In such industries where new organizations are starting up, they can compete effectively with old, established companies that have high pension costs. The result will be that the older companies will have to reduce their prices to meet that kind of competition. If they reduce their prices, they still have to have a reasonable return on their investments to remain in business, therefore, they will have to pass the cost back to labor—not necessarily as a reduction in pay, but perhaps in not giving increases they would otherwise have granted.

The meeting adjourned at 5:03 o'clock.

# Farm Prosperity Vital to Economy

**DORSEY KIRK:** I would like to make a few explanatory remarks on the organization which I represent. The National Grange, which is America's oldest farm organization, was formed shortly after the Civil War. It works to build a better life for our rural communities and it also maintains a legislative program in the interest of all American agriculture.

I was born and raised as a farmer and I am interested in the subject which was assigned to me—perhaps for selfish reasons, but far beyond selfish interests, in the interest of our American way of life. I hope that American agriculture will maintain its place in the economy of our nation today and that our farm people will be able to have those things to which we as an American people are entitled.

In coming here this morning to talk to you about the packers' interests in agriculture plans, I want to say that what happens in that field is not only your interest but the interest of every American citizen, of every organized group, of every individual. The plans which we lay may well be the foundation of American agriculture in time to come.

There are today 6,000,000 farms in this nation. You can readily see that with all the changes that we have in the seasons, it is almost impossible for those 6,000,000 independent operators to meet the constant demand for farm products, without running into the surplus problem which we have with us today.

On those 6,000,000 farms are slightly less than 20 per cent of the total population. These people depend more or less directly upon agriculture for a livelihood. On those same farms and among those same peoples we have an investment of more than \$100,000,000,000 in farms, farm buildings, livestock, equipment and supplies. I mention that to you to make this point—that this 20 per cent of our people have one of the largest capital investments of any group in the United States. The income of that group must be maintained or it will be a drag upon our entire economy.

I feel sure that if we give careful consideration to this group and to the effect that its welfare has upon our economy, we will agree that a sound farm policy is essential. I want to



emphasize the word "sound." I believe that the problem is more than that of merely maintaining farm income. While that must be done, there are other important factors which should be considered.

We must think of such a program in terms of national welfare, and I would like to mention some of the things by which I feel we should measure the program.

Our nation today is a wealthy nation. Why have we become a wealthy nation? I would like to answer that question in my own way by saying that we have produced that wealth. To me, all wealth comes from production in some form—whether it be from the executives in your business, from professional services which will eventually reflect back into the output of your industry, from labor or from agriculture. It has been the American system for the individual to receive a fair return for that which he has contributed to the welfare of our society. And I believe sincerely that in approaching the problem we should assume that everyone is entitled to a fair return for that which he or she may contribute.

#### Government's Function

Then we have another factor, that of the federal government. To me, we have made progress with a democratic form of government under which we have protected our citizens, and we have granted them the freedom and right to

act on their own initiative. Let me say in the same breath that it is not the duty of the government to provide those things which we need but rather to give us an opportunity to provide them for ourselves.

In the farm problem we must find ways to consume that which is produced, not only in agriculture, but in industry as well. We are all together. If we are to make progress every group must make progress, and, to me, the curtailment of production is not the answer. We must have shifts in production, yes, but if we are to continue to have wealth, then we must have production.

There have been various methods proposed for maintaining farm income. I shall discuss one of those, the subsidy plan, that appeals to a good many people—the promise of high prices to the producers of farm commodities and low prices to other consumers. I have never been convinced that such a thing is possible. Under this plan, many of our farm products would go onto the market at whatever the market price might be; when that price was below a fair parity price for the American farmer, he would be repaid from the federal treasury that which was necessary in order to maintain his income.

I want us to think this morning, briefly, on such a plan. It sounds like a simple method of maintaining farm income, but considering that it means turning to the federal treasury at a

time when the tax burden is stifling industry, at a time when we need expansion and have not been able to balance the federal budget, I think that we should stop and ask ourselves what the ultimate outcome might be.

If this plan means low prices to the consumer, I would like to know who will pay the taxes? It is a trend that we have developed in recent years; to me it is a trend that we must stop. It means subsidizing the American farmer in order to maintain his income, and I am opposed to a subsidy of any type.

#### Subsidize the Processor?

I think there would be a much simpler method. I would like to propose to you this morning as a simpler method than paying every individual farmer a subsidy when he fails to receive a parity price, paying the processor. This would indicate that the American public is not able to pay for the processing of his food commodities; therefore, the packer would pay the American farmer that to which he is entitled, but the federal government would pay the same packer for processing that product, in order that the American people may be able to buy it. If it could apply to us, why could it not apply to every other group?

There is danger in the subsidy plan for American agriculture. The same proposed method carries with it plans for regimentation—dangers to our way of life and to our economy.

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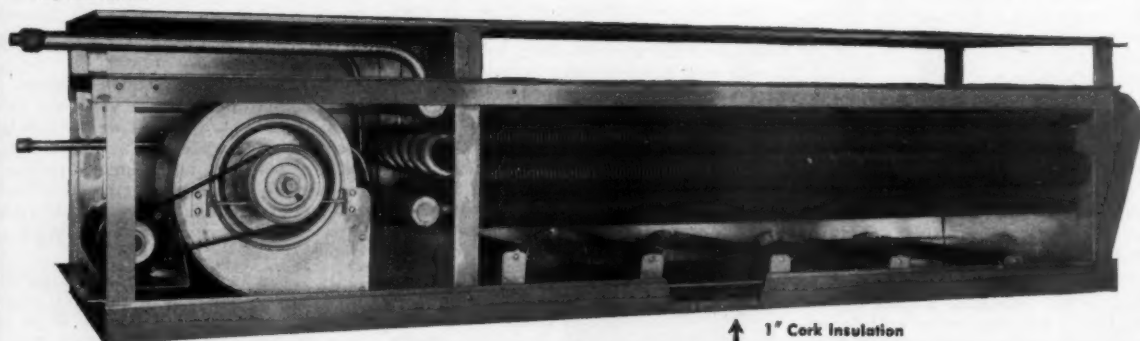


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woman and child placed on the dole. To me that is what would result if we pay a subsidy on farm commodities. I believe that such a plan would take an army of government employees to administer. Surely there is a better method than the subsidy approach to our farm problem.

During the last three years I have had the privilege of working with the delegates to the National Grange, as a member of the agricultural committee. It has been our policy in the Grange to work from the grass roots up. In other words, our resolutions come from the members of our local or subordinate Granges, of which we have more than 8,000 in this country. Those same groups meet twice monthly, and there they bring forth resolutions according to the thinking of the local group.

Those resolutions come to our state Grange sessions by the hundreds. There they are worked through committees and eventually the policies of the state Grange are adopted, and the policies set up there are taken on to the National Grange composed of 37 states.

We believe that a program should be self-sufficing in so far as possible, with the least possible control measures; and yet provide a stable income for American farmers.

The farm problem consists of almost as many problems as there are farm products, and with millions of farms producing those products, we must find some way to meet the demand with a constant supply but with a supply which will not depress the market.

I think the first step that we would take in a plan for American agriculture would be to say that, first of all, it must be taken out of politics. It must be set up in such a way that it cannot be used as a political football.

### Many Farm Problems

The administration of the farm problem is, indeed, a large one, and I heartily agree that we should have a federal farm commission, a bi-partisan commission, of perhaps 12 men whose duty would be to assist the Secretary of Agriculture, to keep a constant check on the supply and demand of farm commodities, to have at hand measures which might be used in order to maintain farm income.

First of all, we recommend that that commission, with the Secretary of Agriculture, use every effort to advance means by which we might move commodities into the proper channels of trade. We would legalize concerted efforts, or sales campaigns, of farmers, processors, distributors and retailers, in cooperation with this commission, to attempt to move those commodities in oversupply, or perhaps hold back those in short supply. That has been done through some retailers, and perhaps distributors and processors, and has met with success. That alone is not the answer, but would be one of the first steps.

A second thing that we would like to see done is the legalizing of marketing

agreements for all farm products that can use them. We are operating today in an economy where many groups do not produce more than the market will demand. In agriculture it is very hard for us to meet exactly the demand from time to time. With marketing agreements it would be possible for the producer to put on the market the very best of the product that he may have, and that part of the product in surplus should be the inferior quality, perhaps, if there is some of that type, and it could be diverted to some secondary use.

We must search the field of research for the use of farm commodities to a greater extent than we have in the past.

A third method which would not require funds from our federal treasury and which we believe is sound, would be the use of two-price or multiple-price system. Under such a system, that portion of our product which could be consumed well on our own markets would be sold at a price which would reflect to the producer a parity price; and that portion which we could not use here, rather than to allow it to become a burden on the market, or to allow it to be destroyed, would be placed in the channels of export trade. I think that I would even go so far as to recommend that under that system, the difference in price should be made up from that which is normally consumed at home by the producer himself.

This would be entirely self sufficing, and would not require a great outlay of federal capital.

This same commission should have in hand other measures to be used in emergencies.

We would advocate a flexible price support which could be used through loans and purchases to help stabilize the farm parity income. I use the words "parity income" because, after all, it is the income which is important. We might maintain the price of one commodity at even 100 per cent of parity, and yet farm income, or even a number of products related to income, might fall far below what would be a fair income for the farmers. But these supports should be used as a means of adjusting production.

We went all out during World War II; the farmer has never failed to produce. He has been a constant producer through good times and bad alike. And so, measures should be used to maintain farm income, but so used that they will adjust our production until it will come as nearly as we can make it to meeting the needs.

It may be necessary in some instances, perhaps, to have a fixed support price on some products. But it could only be done with a very strict policing of allotment and marketing quotas, and to me that is not sound over a period of years. And it, too, should only be used in an emergency, as a means of shifting our production in the proper way.

There is, of course, the possibility

of production payments similar to the entire proposed subsidy plan, but to me they are unsound. There may be instances in which they are justified, but those instances are rare. They will not lead us to a sound long range farm program—one which will maintain income but protect the public at the same time.

I have no doubt there are other methods that could be used—methods which from time to time a federal commission, studying that particular subject, will be able to bring to light.

As the processors of a product which comes from the farms of America, I am sure that you are interested in a constant supply of a finished product that will meet the needs and the demand of the public. I assure you that as farmers we accept the responsibility of attempting to produce that product in that way, and at the lowest possible cost consistent with maintaining agriculture as a stable portion of our economy. At the same time, we believe that we will have your cooperation in processing our product and placing it before the public at the lowest possible price consistent with sound business methods.

### Full Employment Needed

We recognize that the problem of agriculture will be solved only if we are able to maintain a reasonably full employment and a full output in industry. Those are essential for we need a laboring group which will be able to purchase the products of both agriculture and industry—an industrial group that will be able to expand to meet all the needs of our general public.

We have more or less drifted from the thing, or the things, which made America great. The thing that we need to develop in America is a rugged individualism again. We need to teach it in our schools, to practice it in our everyday lives. If we have drifted from the things which have brought us to where we are, we will not drift back. We must set ourselves before the tide and become determined that even if it takes some of the rougher bumps in life, we must maintain our rights and our freedom.

**PRESIDENT C. B. HEINEMANN:** I am sure that Mr. Kirk would not object to answering any questions with respect to those things which he discussed.

**WILBUR LaROE:** I would like to ask a few questions, Mr. Kirk. Please understand in asking these questions that we are very friendly to your philosophy, and if some of the questions seem to have a slightly hostile slant, they are not so intended.

First, let me tell you, that we're much worried about the importation of pork products from Iron Curtain countries. The importation of Polish hams has increased by 2,000 per cent in one year. It isn't big enough yet to disrupt our meat economy, but I'd like to get your thoughts on the soundness of a national policy that encourages pork

products to come from behind the Iron Curtain today.

**DORSEY KIRK:** To me there is no way of explaining the soundness of such a program. It is one of the things that we are dealing with in many agricultural commodities. I am not an economist or a politician and there are a lot of things that go over my head. But I have never been able to condone such maneuvers.

**WILBUR LaROE:** On one point you seem to be in agreement with Leon Keyserling. We were somewhat surprised last night at Mr. Keyserling's apparent friendliness toward business and toward an expanding economy. Do I take it that you agree with him that there are great frontiers that challenge us in the way of a better standard of living; an expanded economy; a better living for all of us, including the farmers, if we have an intelligent farm program? And can you indicate how that is to be brought about if you do agree with it?

**DORSEY KIRK:** I take it this way. In America we have met those things as they came along. Go back to the early days of our country and watch the progress. I am not able to say where we are going to make all the progress, but I do believe that we will continue to make progress. We can't stand still. It has not been the history of this great country.

I frankly believe that there are new

fields for agricultural commodities that may help to ease this surplus problem. They, of course, are beyond the field of just a farmer like myself. But somewhere we must get them.

I spend much time in the field in Illinois in Grange work, and I often think of all the progress that we could still make on those farms. It would call for equipment, of course, but as the means are available, it is the way out to me.

**WILBUR LaROE:** I take from your answer that what you have in mind is that admitting Mr. Keyserling's major premise, that a tremendous expansion of our economy is possible, nevertheless, that is preferably to be accomplished—and more certain to be accomplished—by the exercise of American ingenuity, including the ingenuity of the farmer and the meat packer, than it is by some blueprint made in Washington?

**DORSEY KIRK:** You're absolutely right! We can't do these things overnight. It is a step-by-step progress, and we must return to the American people the right to do those things.

**WILBUR LaROE:** Now the unfriendly question: Did I get the impression from your statement that you would exempt the farming industry from the anti-trust laws? You didn't put it that way, and yet I got that impression.

Frankly, we are very much concerned about the tax exemption of cooperatives. Are we going to start looking upon the

farmers as a special, select group, with exemptions from the laws that are binding on everybody else? If the meat packing industry can't conspire in the making of prices, why should a farm group conspire in the making of prices? I got the impression from your statement that you were setting the farmers apart, into a group that would be safeguarded from the operation of the anti-trust laws, so that you could conspire all you wanted to.

**DORSEY KIRK:** You have stated a problem which I admit worries me. There is constantly before agriculture the problem that farm products must reach the market. An oversupply, on a normal market, of 1 per cent will decrease the price by 2 per cent.

It is a problem with which it is very hard to deal, and it is a question to which I do not know the answer, but I do feel, in the interests of American agriculture, that we must find some way to keep that oversupply from sending the price of farm products down until the farmer will become dependent upon some other method for a livelihood.

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# Preparing Lard for Competitive Selling



**JOHN E. THOMPSON:** It does not seem that a year has passed since I appeared before this NIMPA convention, and suggested the lard evaluation program. You will recall that the participating members were invited to submit monthly samples of their regular production of lard for evaluation. The first group of samples last July numbered only 18. The most recent group for March contained samples from 39 companies.

Each participating company was supplied with a booklet describing the program and with charts for recording the individual progress of their products. Each sample was evaluated on the basis of six very important quality characteristics—color, smoke point, free fatty acid, stability, consistency and flavor.

Many packers complained that the color of lard is a much over-emphasized factor. It is true that color within normal limits has very little influence on the color of baked goods. The fact remains, however, that color is one factor that every user of lard can judge for himself. Most users of lard have come to demand a snow-white color—probably because this denotes purity to them.

## Poor Quality—Poor Price

It is quite certain that a packer who produces lard of inferior color will receive an inferior price. A careful producer who takes special care to see that his lard is not darkened by mistreatment in the process of manufacturing does not have this difficulty. Any color found in lard probably originates somewhere in the rendering or processing. Color may be improved by various bleaching methods. Strong bleaching methods, however, tend to make the lard more susceptible to rancidity.

In our laboratory, color is evaluated by a method proposed by the American Oil Chemists Society. This photometric method makes use of a melted sample of lard, an objective test. A beam of light is transmitted through a filter or by some other means made for a proper color beam of light. This passes through a melted sample of lard and is picked up on a photoelectric cell and the result is registered on the meter. Those meter readings are tabulated as an index of the color density of the sample.

The smoke point of lard is one of the important measures of frying proper-

ties. It is a property that a housewife can see for herself. The low smoke point of typical lard is one of the factors that has limited the large volume use of lard for commercial deep frying operations. The smoke point is simply the temperature at which the sample begins to smoke in a set of apparatus prescribed in the official records of the American Oil Chemists Society.

A NIMPA standard smoke point has been set at 375 degs. for untreated lard. This resulted from a study of deep frying temperatures. To be at all competitive with heavy duty vegetable shortenings, a much higher smoke point is required. Deodorization or treatment with alkali will do this job. A standard of 400 degs. has been set for lard treated in this manner.

Some of the work done in our laboratory has included deep frying tests in pairs of small frying kettles. Some of the results promise to be very enlightening. The use of a small automatic machine in daily production of doughnuts in our own cafeteria gives us a check on the matter of commercial deep frying application.

The free fatty acid content of lard is closely associated with the smoke point. It is determined by a simple chemical test that should be a part of every plant's control procedure. The association's standard for free fatty acid is .2 per cent. Fatty acids develop rapidly in raw fats if they are not rendered promptly. A regular report on this test to a responsible executive will keep the operating people on their toes.

The most common operating fault leading to high fatty acid is delay in rendering raw fat. Proper rendering practice dictates the rendering of fat the same day it becomes available. The smoke point decreases very rapidly as the length of time the fat is kept before rendering increases.

Certain types of fried foods are sensitive to free fatty acids in the frying fats. Doughnuts are a good example. Excessive free fatty acid will cause the doughnuts to absorb more of the frying fat. The doughnuts will be heavy with grease and their cost high.

Stability is a measure of resistance to rancidity. It is one of the most important factors in the quality of lard. Lard is low in natural stability and care must be taken in processing to prevent destroying this small value. One form

of need for high stability arises in the storage of lard in our plant or those of our customer users. The natural stability of a carefully rendered lard from fresh fats will generally take care of this requirement.

Another need for stability is in finished and semi-finished goods. Crackers are an example of a potential lard business that has gone toward more stable shortenings, even though lard is superior for this application in other respects.

We have set two standards for stability for NIMPA lard: (a) For lard not treated with antioxidant, 10 AOM hours, and (b) for treated lard, 30 hours. The determination of AOM hours as a measure of stability is rather involved and requires special apparatus.

Antioxidants have come into the lard picture in recent years. Many products have been proposed and used, differing in their effectiveness. They also respond differently to increases in concentration.

## Antioxidants with Carryover

Some antioxidants have the ability to carry over into the baked goods. Use of this type of antioxidant may help lard regain its position in the biscuit and cracker business. An amplification of .015 per cent of this particular antioxidant increases the stability of crackers more than four times. Increasing the antioxidant concentration to .025 per cent increases the stability five times.

One way of cutting into the resistance of the lard which is often overlooked is metal contact. Nearly all metals have a bad effect upon lard stability. Great care must be taken to avoid copper or brass in lard equipment, and stainless steel is not always a good answer. Even when antioxidants are used, the effect of metal contact on the fat is still very important.

Consistency is a measure of hardness or softness in lard. Vegetable shortening manufacturers have this pretty well under control, but lard shows great variation, mostly on the too-soft side. NIMPA lard samples are evaluated by means of a machine known as a penetrometer. Standards have been set in terms of readings on that machine. The most desirable range of readings are between 150 and 200. Over 300 is clearly sloppy and under 100 is waxy. Other than the factor of ease of handling, you must understand that it is nearly im-

possible to make fine raised goods without proper consistency in the fat. Pie crusts are sensitive to shortening. Cakes are a future field for lard, but they cannot be made without rigid consistency control.

We have made an attempt to evaluate flavor in the samples of lard sent to the NIMPA laboratory. I include taste and odors in the term "flavor." While this is an extremely important factor, its testing is subject to human error. Our method employs a panel of tasters and a set of arbitrary standards. Strongly flavored lard, I am sure, is a thing of the past. Many packers are seriously considering installing deodorizers as a means of flavor improvement. I feel that the continuous method of doing it is clearly advantageous.

The laboratory will not make your lard good for you, but the reports can be used as a tool to a packer who is progressive and determined. Our regular monthly samples include lard purchased on the open market. It is interesting to note that these open-market samples, which include lard of larger packers, do not show the pattern of improvement.

**PRESIDENT C. B. HEINEMANN:** The next speaker on this same topic is the representative of the industry which is probably the largest single user of lard in this country.

This gentleman was born in a miller's family and raised in a flour mill. He

## HOW A BAKER LOOKS AT LARD

**RALPH W. MITCHELL:** It is rather interesting that in my notes I have three points, where Mr. Thompson had six; but the satisfying point is that all three of my points are included in his six. Those of us who have an influence in the selection of lard for the baking operation probably rate flavor, consistency, and uniformity as the most important factors. I believe that Mr. Thompson's effort is directed toward uniformity, although I don't believe that he emphasized it just as such.

We consider flavor first in our conception of what makes good lard; but

graduated from the University of Minnesota in 1912; operated a laboratory for the Kansas Milling Co. until 1918; served in the Army; served a couple of years with Campbell-System Bakeries; was in business for 13 years selling a patented bread improver, and since 1935 has been chief chemist for Purity Bakeries Corp.

Mr. Mitchell has been a member of the Bakery Engineers for the last 24 years, and a charter member of the American Association of Cereal Chemists, I.F.T., and the Chicago Production Men's Club.

the flavor is not necessarily the same for my company as it is for another company, and the desirable flavor is not the same flavor for one product that it is for another. In fact, the flavor that is acceptable to our company might be entirely unacceptable to some other company.

That does not make life any easier for you gentlemen! It is a point to bear in mind, however, and I believe inasmuch as so many men here probably represent the sales effort, it is a wise plan, always, to see what a customer is making and to judge that product somewhat before you call on the purchasing agent. Then you probably will not be offering him a real bland steam-rendered lard, when he wants kettle-rendered lard.

Bread is a product that is of the bland flavor; in spite of all the advertising, the ideal bread is relatively bland. It is very susceptible to any foreign odor, either in the ingredient or after it is made.

It is also rather interesting that it is not safe to judge the ingredients that go in bread by their flavor and then be satisfied. One has to go further than that and bake the product in the loaf of bread. Then it will be noticed that some flavors or elements of the lard

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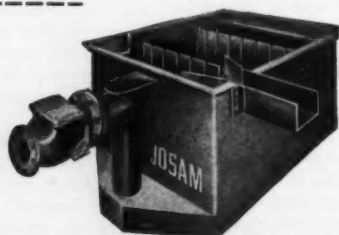
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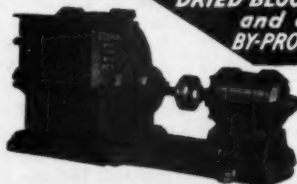
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flavor disappear, while others are aggravated; and a lard that may suit one may not suit someone else. On occasion, when the bread is baked, some foreign flavor comes out that was covered up in the flavor of the raw lard. The baking is a confirming test that possibly you would find useful in your plan, which I think is a most excellent effort on the part of the industry.

I would say that of those who use lard in bread, many find that an open-kettle-rendered lard is more desirable than a steam-rendered bland lard, which may be the ultimate in the processor's idea of perfection. It so happens that the kettle-rendered lard has an aroma that blends with the natural aroma of the ingredients of bread and gives a characteristic flavor to the baked product which many consumers like. That is why some bakers prefer using the open-kettle-rendered lard.

### May Want Special Flavor

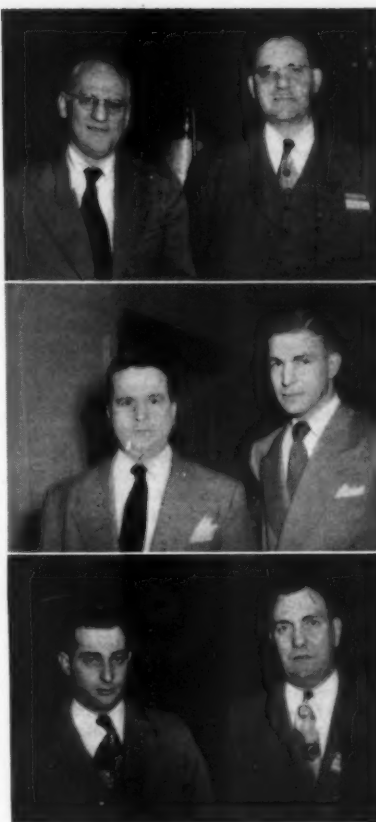
It is quite possible that another baker may be advertising some special factor, such as high milk content, or some wheatie taste, or some other factor, and he may find that in order to emphasize what he is advertising he would rather have a lard that does not have the kettle-rendered aroma. So, you will have to find out what he wants; and then, with considered judgment, give it to him.

Before I leave the subject of flavor, I might say that in samples that come to a laboratory such as ours, we receive a surprising number of samples that do not have good flavor. I get a lard that has undesirable odor. I don't know the cause of it; that is your problem. All I have to do is to say that we don't want it. It is up to the packer to avoid offering to bread bakers lard that has an undesirable flavor.

You use the term "strong." I believe for some lard. That is one of those flavors that nothing will drive out of a loaf of bread.

Let us go on to the matter of consistency. The baker has several limitations in his use of lard. He does not want it soft. We learn to dislike mushy lard, grainy lard, oily lard. We like a firm lard that, as I would describe it, is "tacky." You can put your finger on it, and when you lift your finger you get a lot of little sawtooth edges where the particles adhere. That is a characteristic that commends itself to me only by reason of experience. There are other lards that are firm, relatively firm, when you put your finger into them—but you get the sense of their being "rubbery." As a rule a baker does not have good experience with rubbery lard. With the waxy, firm, clean-smelling lard, he never has any trouble that I know of.

There are reasons for that. We have seen and experienced the use of lard that is oily or grainy. If you will stop to think about our method of mixing, you will see what our problem is. We throw into a mixer, water and dry flour, and then, of course, other ingredients. And it is just a natural thing that an oily fat would tend to waterproof some



### LOBBY PORTRAITS

TOP PHOTO: Adolph O. Baumann, Commodity Appraisal Service, Chicago, and Emerson W. Gross, comptroller, Renee Packing Co., Syracuse, N. Y. CENTER: R. V. Quinn and R. E. Wagner, Great Lakes Brokerage Co., Chicago. BOTTOM: James Belluci and Frank Myers, Oscar Mayer & Co. of Chicago, Illinois.

of that flour before it has a chance to be mixed with the water. This changes the character of the dough rather seriously.

I think you will probably all understand some of the reasons for these things as well as I do; but the one thing that I would like to emphasize here is that though you take a dough clear through to the oven and it seems quite satisfactory, if you have used a rather soft fat, that bread will not act right in the oven. Presumably the reason is that under the influence of oven heat, the waterproofed flour is hydrated, and you do, in fact, starve your dough at the time it is in the oven, when you are getting and building the character of the inside of the loaf.

I might point out lard qualities which are discouraging to bakers. I would like for you to hear the man who scales the ingredients fussing when he has to use a ladle to get lard out of the barrel. The procedure in the plant is to scale the lard, and all of the other ingredients, after a standard batter, with standard equipment. If he is accustomed to using a paddle in taking the lard out of the barrel, when he has to

use a ladle he has no way of doing it properly.

It is presumably true that the matter of chilling—handling the lard in the preparation for putting it into the barrels—has something to do with what we interpret as firmness, when that firmness can be due to those conditions rather than to the melting point itself. But in my experience I have found very little lard that has been acceptable when the melting point was below 96 or 98. I would rather see it at 105, and it can be a little higher.

I would like to stress the matter of uniformity very much because it is inconvenient to have the lard soft one day and firm another. It would do your heart good to hear how quickly the shortening gets blamed whenever a fault occurs in bread. You know, a bakery superintendent has never been known to be wrong! He may make any number of mistakes, but when he is answering to those above, it is always that the last lot of lard was off; or the flour was off, or the milk was off.

### Lard for Pie Baking

I might say a word in the matter of lard as far as pie bakers are concerned. I am not as familiar with pie baking as with bread baking so I called on one who is. From what he indicated, he would like to have his average formula consist of 100 lbs. of flour, 70 lbs. of lard or vegetable shortening and 35 lbs. of water. He likes to turn his pie crust out at about 55 degs. F. You gentlemen sell lard to plenty of bakers who don't care what the temperature is, but this man makes many pies for a large outlet and they have to be high quality. He says he likes to have his lard plastic, down to 60.

I don't know personally how general it is, but my friend likes a lard that has a melting point of about 105. However, he can very readily use lard at 115 and during the summer season, 120. Of course, those are lards with the higher stearine content and they are used because conditions may require it in the shop because of weather.

A pie baker wants his lard to be very bland. He has a product that is not generally flavored. My friend went on to say that some lard develops a flavor in the baking process that is almost ideal, and I suggest that the ultimate in evaluating lard in the laboratory may necessitate going far enough to test it in baking. This is the baker's statement: "Let us have a lard that is bland; clean smelling; plastic at 60 or 65 degrees; melting between 105 degrees and 120 degrees; tacky; not rubbery, oily or grainy. Many bakers consider the presence of an antioxidant to be very desirable."

For the new packaged prepared pie crust, blandness and hydrogenation so that there is a melting point of probably 120 are essential.

As far as bread bakers are concerned, I am not aware that there is any demand for antioxidants where there is access to freshly made lard. I presume



under some conditions if lard has to be stored, it would be safer to put them in.

I want to say something about color. Color is another thing you cannot describe. We bakers do not want dead white lard. There is a quality of color in the ingredients that go into bread which we are in the habit of calling brightness. Maybe you use the same term. Dead white flour will turn out a cake that is perhaps a little dull or grayish white. Milk is seldom dead white, but if it has a little muddy or a creamy color it will show up in the bread.

Lard that is completely white is, I assume, lard that has been bleached too much. That lard will show up as a dull color in your crumbs of bread. It is readily detected and very objectionable. I have looked at such lard within the last week or so and several samples have come in. They looked white and nice in the raw, but in the finished loaf of bread they made the crumb muddy and dull.

**PRESIDENT C. B. HEINEMANN:** Gentlemen, our speaker will answer any questions within the scope of his knowledge.

**WILBUR LaROE:** Can you make any prediction for us as to the probable extent to which the emulsifiers or antioxidants will replace lard further than they already have replaced it?

**R. W. MITCHELL:** It is my personal opinion that lard is not going to be replaced. I don't believe that the people

who are making the great bulk of the bread in this country have either the intent to cut out shortening or the ability to use emulsifiers for shortening and stay in business because the wetting agents do not replace lard. They give another character in the bread which can be confused with freshness and there will always be somebody who will take advantage of such a situation.

But, as you probably well know, and as you very well should know, the baker is handicapped in the shop. He is handicapped in handling the bread and that handicaps him in getting the bread on the market in a good symmetrical shape. Emulsifiers are criticized for the gummy character they give to the crumb. In the face of all of those criticisms it is not, in my mind, conceivable that we are going to quit using shortening. It is very likely emulsifiers will be used to help out in getting the softness that Mrs. Housewife wants. I don't think I would worry a bit about it if I were you.

**JOHN THOMPSON:** I never did like to be the last man on the program, and I have something else to conclude the program, a film prepared by the Chicago Union Stockyards Transit Co., entitled "Chicago, U. S. A." To the best of my knowledge, it is the second time that this film has ever been shown.

The colored motion picture was shown.

**PRESIDENT C. B. HEINEMANN:** This ends our ninth annual convention and I want you to take back with you

my sincere thanks and the sincere thanks of all our officers and directors.

The convention adjourned at 12:40 o'clock on April 13.

## NATIONAL PROVISIONER WINS SAFETY COUNCIL AWARD

For the second straight year, THE NATIONAL PROVISIONER has been presented with The National Safety Council's public interest award. One of 18 trade publications in the nation to receive the award, the NP placed consistent emphasis on safety in the meat packing industry during 1949. Awards were given also to general magazines, advertisers, daily and weekly newspapers, one radio network, and television and radio stations.

Judges were Norman Damon, vice president, Automotive Safety Foundation; Frank Luther Mott, dean of the school of journalism, University of Missouri; Wesley I. Nunn, coordinator of the "Stop Accidents" campaign of the Advertising Council and advertising manager, Standard Oil Co. (Indiana); J. E. Ratner, editor, *Better Homes & Gardens*; Arthur Stringer, National Association of Broadcasters; Miss Judith Waller, director of public affairs and education, central division of the National Broadcasting Co., and Dwight Young, vice president, American Society of Newspaper Editors, and editor, *Dayton Journal Herald*.

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## Well Known Meat Industry Veteran Dies at Age of 80

Charles W. Dieckmann, 80, known throughout the meat industry as "The Old Timer," died April 19 at Chicago. At the time of his death he was president of Speco, Inc., Chicago, successor company to the Specialty Manufacturers Sales Co., the organization he founded in 1924.



C. DIECKMANN

Mr. Dieckmann was born in Germany and came to the United States at the age of 16. He worked in various meat packing and sausage plants as a sausage superintendent, and opened his own meat business in Chicago in 1894, which he operated until he formed the Specialty Manufacturers Sales Co. He also acted as representative for THE NATIONAL PROVISIONER for a number of years.

Mr. Dieckmann is survived by his wife and daughter, two grandchildren and two great-grandchildren. His grandson, Charles W. Hess, is secretary-treasurer of Speco, Inc., and has been manager of the business for the past several years. Mr. Dieckmann was a director of Germania Club and a member of all Masonic bodies.

## Director, Armour's Public Relations Department Dies

Ralph D. MacManus, 61, head of the public relations department of Armour and Company, Chicago, died Monday night, April 17, at a hospital in Orlando, Fla. He had held that position with Armour since 1917. He was formerly city editor of the Rock Island, Ill. Argus and managing editor of the Ottumwa, Ia., Courier. He is survived by Mrs. MacManus and by his two daughters.



R. D. MacMANUS

## Decker Employee Dies

Maurice F. Neil, manager, New York office of Jacob E. Decker & Sons, died on April 4 following a short illness. He had been in the wholesale meat business in New York for 30 years, the last 17 with Decker. He has been succeeded by Phillip Kelly, who has been with Decker since 1940 with the exception of three years in the Army.

## AMI Annual Meeting To Be A Week Later Than Was Scheduled

The dates originally announced for the 1950 annual meeting of the American Meat Institute have been changed to about a week later than previously announced, in order to accommodate the record attendance which is in prospect for the Institute's forty-fifth annual meeting. By changing the dates it has been possible to procure more public and private rooms at the headquarters hotel, the Palmer House in Chicago.

The new dates are September 29, 30, October 1, 2 and 3, superseding the dates of September 22 through 26 originally announced.

## New MID Regulation on Oleomargarine Labeling

Regulations covering the labeling of colored oleomargarine prepared from either animal fat, animal and vegetable fat, or vegetable and animal fat, were issued this week by the Meat Inspection Division in MID Memorandum 149. Effective July 1, the new regulations provide:

1. Oleomargarine packed for retail sale shall be in containers not exceeding 1-lb. capacity.
2. The word "oleomargarine" shall appear on each principal display panel of the container in type or lettering at least as large as any other type or lettering appearing on such container. In considering this requirement the type or lettering of the word "oleomargarine" should be compared with other type or lettering from the standpoint of the area occupied by each letter and the boldness of the letters or breadth of the line forming the letters.

3. A full and accurate statement of all of the ingredients contained in such oleomargarine shall be prominently and informatively shown contiguous to the word "oleomargarine" wherever such word is displayed on the container. The ingredients shall be shown by their common or usual names and be arranged in the order of their predominance. Collective terms such as "animal fat" and "vegetable fat" shall not be used but the specific fat, oil or stearin should be shown. Artificial coloring and artificial flavoring should be declared in the statement of ingredients by the terms prescribed in the definition and standard of identity for oleomargarine, (Section 28.1, Meat Inspection Regulations as amended). The optional ingredients, Vitamin A and Vitamin D, may be shown as "Vitamin A added" or "Vitamin D added." The presence of sodium benzoate or benzoic acid shall be declared as prescribed by paragraph 28.1(b) of the Meat Inspection Regulations as amended.

4. Each part of the contents of the package contained in a wrapper shall

## USDA Survey Shows Drop in Infectious Trichinae in Ready-to-Serve Pork

Tests recently concluded by the U. S. Department of Agriculture scientists show that ready-to-serve pork products prepared under federal meat inspection regulations are free from infective trichinae, the microscopic parasites which cause trichinosis. Dr. A. R. Miller, in charge of the Bureau of Animal Industry's Meat Inspection Division, stated that the results of these tests prove that the processing of pork to destroy trichinae, as prescribed in the federal meat inspection regulations, is an effective safeguard against human trichinosis. Other findings indicate that the extent of trichina infection in farm-raised hogs has declined during the past ten years.

The presence of trichinae in hogs cannot be detected at the time of slaughter because these parasites produce no condition in the carcass which can be discovered by the unaided eye. As a result, ready to serve pork products prepared in federally inspected plants are required to be treated by an approved method to destroy any trichinae that might be present. These methods include heating to at least 137 degs. F. throughout the product, freezing at certain temperatures for definite periods of time and a variety of specified curing processes.

Samples of products from this second category were tested for trichinae by scientists of the Bureau of Animal Industry during the periods March 1934 to August 1939, and July 1948 to December 1949. In the first study 13,013 samples of processed pork were collected from meat packing plants located in 38 cities of 27 states. Of these samples, 3.32 per cent contained some trichinae. During the second, a total of 3,171 samples were collected from plants in 62 cities of 26 states. Of this number, only 26 samples or 0.81 per cent contained trichinae. After exhaustive tests, the scientists believe they have proved conclusively that the infective power of even these few larvae had been completely destroyed by treatment at the meat packing plant.

bear the word "oleomargarine" in type or lettering not smaller than 20-point type.

5. Since wrapped quarter-pound sticks or similar units of oleomargarine packaged together in a single container may constitute units of retail sale, they should be individually labeled as outlined in paragraphs 2, 3, and 4 above.

## LARD PURCHASE FOR JAPAN

The U. S. Department of Agriculture this week purchased 4,480,000 lbs. of prime steam lard for export to Japan. Price ranged from 11.3 to 11.66 cents delivered at New York or New Orleans.

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## Varied Program Planned for Associates Meeting

Principal speaker at the annual dinner of the Associates Food & Container Institute meeting to be held April 25 and 26 at the Brown Hotel, Louisville, Ky., will be Kenneth G. Crawford, senior editor of *National Affairs* and member of the editorial board of *Newsweek*. Crawford, who served as a war correspondent and is reputed to be the first man to drive a jeep into Paris during the last war, will discuss the subject "An Editor Looks at National Affairs."

As part of a varied program, reports of special interest to the meat packing industry will be given by Dr. C. E. Gross, director of the research laboratory of John Morrell & Co., on animal products; by Leo E. Croy of Marathon Corporation on flexible containers, and by Earl Graham, Crown Can Co. on rigid containers.

A trip to Fort Knox, where associates and guests will witness a demonstration of air bombardment and strafing by jet bombers and fighters coordinated with artillery and tank fire, is planned for the second day of the convention.

## HOLD GIANT PACKAGING EXPOSITION IN CHICAGO

American Management Association's annual packaging conference and exposition will be held at Navy Pier, Chicago, April 25 through 27. The three day conference will place major emphasis on the problems of reducing packaging production costs, increasing sales through better packaging, and enhancing the quality of the packaged product through better packaging.

The exposition reportedly will be the largest single display of packaging materials ever assembled, and will feature many items of interest to the meat packing industry.

William H. Clay, Swift & Company, Chicago, will act as chairman at the Tuesday afternoon session on "Reduction of Loss and Damage in Shipping."

L. M. Burgess, H. P. Smith Paper Co., Chicago, will speak Wednesday morning on the "Use of Polyethylene as a Paper Coating."

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## U. S. Storage Stocks on April 1 Were Slightly Under Holdings a Year Earlier

**S**MALLER pork and beef inventories were responsible for the 35,733,000-lb. decline in total meat stocks which was recorded during the month of March. April 1 meat holdings of 779,845,000 lbs. were 90,941,000 lbs. under year-earlier holdings, but were 17,892,000 lbs. larger than the 1945-49 April 1

The 895,000-lb. increase in holdings of all other meats compared with the average March change of a decrease of 2,000,000 lbs. and a 5,000,000-lb. decline in March a year ago. All meat items included in this group were somewhat smaller than a month earlier, with the exception of sausage and canned meats.

### U. S. COLD STORAGE STOCKS ON APRIL 1

	Apr. 1, '50 pounds	Apr. 1, '49 pounds	Mar. 1, '50 pounds	Apr. 1, 5-yr. av. 1945-49 pounds
Beef, frozen	90,867,000	113,519,000	101,649,000	143,880,000
Beef, in cure, cured & smoked	11,590,000	13,650,000	11,072,000	10,663,000
Total beef	102,457,000	127,169,000	112,721,000	154,543,000
Pork, frozen	317,473,000	325,936,000	334,086,000	249,857,000
Pork, dry salt in cure & cured	49,376,000	57,843,000	49,510,000	62,105,000
Pork, all other, in cure, cured & smoked	179,895,000	202,630,000	189,512,000	161,524,000
Total pork	546,744,000	586,429,000	573,108,000	473,576,000
Lamb and mutton	10,897,000	14,268,000	13,062,000	14,800,000
Veal	9,823,000	15,908,000	10,560,000	9,196,000
All edible offal, frozen and cured	54,842,000	61,290,000	56,670,000	54,921,000
Canned meats and meat products	42,691,000	42,177,000	38,108,000	35,551,000
Sausage room products	12,391,000	13,506,000	11,349,000	19,357,000
Lard <sup>1</sup>	86,028,000	153,805,000	79,039,000	102,583,000
Rendered pork fat <sup>2</sup>	1,872,000	2,977,000	2,135,000	2,463,000

NOTE: These holdings include stocks in both cold storage warehouses and meat packinghouse plants. <sup>1</sup>Preliminary figures. <sup>2</sup>Trimming formerly included with offal now included with appropriate type of meat. <sup>3</sup>Not included in above figures are the following government-held stocks in cold storage outside of processors' hands as of April 1: Lard and rendered pork fat, 134,000 lbs. The revised figure for March 1 government stocks of lard and rendered pork fat is 101,000 lbs.

average, according to the report of the U. S. Department of Agriculture.

Pork stocks were reduced by 26,364,000 lbs. during March, which was about average for the month, and the 546,744,000 lbs. held on April 1 were 39,685,000 lbs. smaller than a year earlier, but 73,168,000 lbs. larger than the five-year average.

April 1 holdings of beef were down 10,264,000 lbs. from a month earlier, and were 24,712,000 lbs. and 52,086,000 lbs. less than year earlier stocks and the five-year average holdings, respectively. The average decrease for March was 2,000,000 lbs.; however, there was a decline of 13,000,000 lbs. a year ago.

Stocks of sausage products were 1,042,000 lbs. larger than a month earlier, and canned meats were 4,548,000 lbs. larger.

The change in stocks of lard and rendered pork fat during March was the reverse of the out-of-storage movement of meats. The 6,726,000 lbs. added to these inventories during March brought April 1 stocks to 87,900,000 lbs. The average March change was a decrease of 13,000,000 lbs. and in March a year ago holdings were reduced by 23,000,000 lbs. The current figure, however, was 68,882,000 lbs. below a year ago and 17,146,000 lbs. less than the average holdings for March during 1945-49.

### MID DIRECTORY CHANGES

The following directory changes have been announced by the USDA:

**Meat Inspection Granted:** Oregon Livestock Cooperative, Clackamas, Ore.; mail, P. O. box 589, Oregon City, Ore.; Owatonna Canning Co., 105 W. North st., Owatonna, Minn.; Colonial Provision Co., Inc., 60 Abattoir ave., Brighton, Boston 35, Mass.; mail, 128 Cross st., Boston 13, Mass.; Zestee Kansas City Steaks, Inc., 232 S. Sterling Ave., Kansas City 3E, Mo., and Beech-Nut Packing Co., Senter Road and Phelan ave.; mail, P. O. box 759, San Jose, Calif.

**Meat Inspection Withdrawn:** The Cudahy Packing Co., 23 West Calhoun st., Memphis 2, Tenn.; Meats, Inc., P. O. box 672, Toppenish, Wash., and Donald S. Compton, Elk Grove, Calif.

**Change in Name of Official Establishment:** Strauss Frozen Food Corp., 2324 Webster ave., New York 57, N. Y. (and subsidiary Edward A. Strauss Corp.), instead of Edward A. Strauss Corp.; Duffeys Division of Emge Packing Co., Inc., 2000 W. 8th st., Anderson, Ind.,

and subsidiaries Duffey's, Inc., Hughes-Curry Packing Co., Inc., a Division of Duffey's, and Hughes-Curry Packing Co., instead of Duffey's, Inc., and subsidiaries Hughes-Curry Packing Co., Inc., a Division of Duffey's, Hughes-Curry Packing Co., and Hughes-Curry Packing Co., Inc.; Famous Packing Corp., 122 Junius st., Brooklyn 12, N. Y., instead of Rubell Kosher Meat Products, Inc.; L. & L. Packing Co., Route 209, Hurley rd., Kingston, N. Y., instead of Woodstock Packing Co., Inc., Hurley rd., Route 209; mail, 17 Sharon Lane; Genii Frosted Foods, Inc., 901 Terry ave., Billings, Mont., instead of Chip Steak Co. of Montana and Wyoming, and Meats, Inc., 15th and Fair sts., Clarkston, Wash., instead of Inland Meats.

**Change in Mail Address of Official Establishment:** Arns Dressed Meat Co., Cumberland ave., North Attleboro, Mass.; mail, R.F.D. 1, South Attleboro, Mass., instead of R.F.D. 2, Attleboro, Mass., and Alpine Packing Co., Sacramento rd. and Wakefield st., Stockton, Calif. (mail, Route 2, Box 411).

## Report Rise of Cattle on Feed in 11 Corn Belt States of 220,000 Head

**T**HERE were 8 per cent more cattle on feed for market in the 11 Corn Belt states on April 1 than a year earlier, which is probably equivalent to an increase of 220,000 head, the Bureau of Agricultural Economics has reported. In California there were 42 per cent more cattle on feed, while Colorado had about the same number as a year earlier and Idaho had 29 per cent fewer.

Of the eleven Corn Belt states, Illinois, Michigan and South Dakota had the same number of cattle on feed as a year earlier, Minnesota and Kansas had fewer, and the remaining six states had increases ranging from 6 per cent in Ohio to 20 per cent in Wisconsin. The number of replacement cattle shipped into the Corn Belt states during January-March was 33 per cent larger than last year. Reports from cattle feeders show that cattle in all the Corn Belt states were marketed more rapidly during January-March than was planned in January.

Feeders have reported that 58 per cent of the fed cattle will be marketed after July 1 this year, compared with 51 per cent last year, 50 per cent two years ago and the 1940-49 average of 50 per cent. About 67 per cent of the total cattle on feed April 1 were reported to have been on feed over three months, compared with 71 per cent last April and 67 per cent for the same month two years ago.

Of the total number of cattle on feed in California on April 1, about 85 per cent were steers, and most of the cattle will probably be marketed during the next 60 days. Inshipments of stocker and feeder cattle during January and February were about double last year for the same months. Farmers in Idaho report they intend to market about 79 per cent of the cattle on feed before July 1. The movement of replacement cattle into the Colorado feeding areas since January 1 has been much larger than last year; however, marketings of fed cattle since January 1 have been fairly heavy.

The proportion of steers on feed this year was smaller than last, being reported at 67 per cent compared with 71 per cent last year. Heifers comprised 11 per cent of the total compared with 16 per cent a year ago, while calves constituted 21 per cent this year compared with 12 per cent on April 1, 1949.

### CORN CROP ESTIMATE DOWN

The estimate of 1949-50 world corn production has been revised downward to 5,550,000,000 bu., based on the latest information available to the Office of Foreign Agricultural Relations. This size crop would be second only to the record world outturn a year ago which was 440,000,000 bu. larger than the latest 1949-50 estimate.

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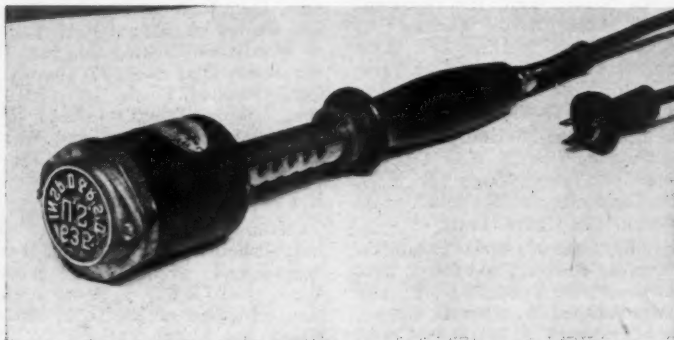
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## INSPECTED MEAT PRODUCTION STILL RUNNING WELL AHEAD OF LAST YEAR'S LEVEL

**M**EAT production under federal inspection in the week ended April 15 totaled 278,000,000 lbs., according to the U. S. Department of Agriculture. There was a small increase over the previous week in cattle slaughter but not much change for other species. Hog and sheep slaughter is still running

Calf slaughter of 118,000 head compared with 126,000 in the preceding week and 126,000 in the same week last year. Output of inspected veal in the three weeks under comparison was 11,400,000, 12,000,000 and 11,800,000 lbs., respectively.

Hog slaughter of 1,026,000 head was

### ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION<sup>1</sup>

Week ended April 15, 1950—with comparisons

Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and mutton		Total meat
	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	Number 1,000	Prod. mil. lb.	
April 15, 1950.....	230	122.6	118	11.4	1,026	135.4	198	9.1	278.5
April 8, 1950.....	215	110.3	126	12.0	1,024	134.1	210	9.9	272.5
April 16, 1949.....	227	127.0	126	11.8	834	110.5	168	7.7	257.0

#### AVERAGE WEIGHTS (LB.)

Week Ended	Cattle		Calves		Hogs		Sheep & lambs		LARD PROD. Per 100 mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	
April 8, 1950....	974	533	173	97	236	182	100	46	14.6
April 1, 1950....	981	541	169	95	232	181	102	47	14.2
April 16, 1949....	1,003	559	167	94	239	182	98	46	15.2

<sup>1</sup>1950 production is based on the estimated number slaughtered for the current week and on average weights of the preceding week.

considerably above last year. Meat production was 2 per cent above the 272,000,000 lbs. reported for the preceding week and 8 per cent above 257,000,000 lbs. last year.

Cattle slaughter of 230,000 head was 7 per cent above 215,000 reported for the preceding week and 1 per cent above the 227,000 kill of the corresponding week last year. Beef production was estimated at 123,000,000 lbs., compared with 116,000,000 for the preceding week and 127,000,000 lbs. in the 1949 week.

about the same as 1,024,000 reported for the preceding week but was 23 per cent above the 834,000 kill of the same week in 1949. Production of pork was estimated at 135,000,000 lbs., compared with 134,000,000 for the preceding week and 110,000,000 in the same period last year. Lard production was estimated at 35,400,000 lbs., compared with 33,600,000 for the preceding week and 30,400,000 processed in the same week last year.

Sheep and lamb slaughter totaled

### HOG TEST SHOWS MIXED CUTTING RESULTS THIS WEEK

(Chicago costs and credits, first three days of week.)

The value of products from light and medium hogs was higher than a week ago, but that of the heavy butchers was down slightly. Live hog costs remained relatively unchanged so margins were improved for the two lighter weights but less favorable for heavyweights.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. The values reported here are based on available Chicago market figures for the first three days of the week.

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—										
Value					Value					Value										
Pct. live wt.	Price per lb.	per cwt. alive	per cwt. yield	per cwt. fn.	Pct. live wt.	Price per lb.	per cwt. alive	per cwt. yield	per cwt. fn.	Pct. live wt.	Price per lb.	per cwt. alive	per cwt. yield	per cwt. fn.						
Skinned hams	12.6	40.7	\$ 5.13	\$ 7.37	12.6	40.7	\$ 5.13	\$ 7.20	12.9	39.5	\$ 5.10	\$ 7.15	12.7	1.78						
Picnics	5.6	24.9	1.39	2.01	5.5	24.3	1.34	1.87	5.3	24.0	1.27	1.78	5.1	1.70						
Boston butts	4.2	30.7	1.29	1.87	4.1	30.4	1.25	1.76	4.1	29.8	1.22	1.70	4.0	1.68						
Loins (blade in)	10.1	37.5	3.79	5.48	9.8	36.9	3.61	5.13	9.6	35.7	3.24	4.52	9.4	4.27						
Bellies, S. P.	11.0	25.1	2.76	3.99	9.5	24.1	2.29	3.25	8.6	20.4	1.80	1.12	8.6	1.08						
Bellies, D. S.					2.1	16.5	.35	.50	4.6	16.5	1.42	1.98								
Fat backs					3.2	6.4	.20	.29	4.6	7.3	.34	.47								
Plates and jowls	2.9	8.9	.26	.37	3.0	8.9	.27	.37	3.4	8.9	.30	.43								
Raw leaf	2.3	8.5	.20	.27	2.2	8.5	.19	.26	2.2	8.5	.19	.26								
P. S. lard, rend. wt.	13.9	9.4	1.32	1.87	12.3	9.4	1.16	1.63	10.4	9.4	.98	1.36								
Spareribs	1.6	30.5	.45	.60	1.0	25.8	.42	.59	1.6	16.8	.27	.37								
Regular trimmings	3.3	14.1	.47	.60	3.1	14.1	.44	.61	2.9	14.1	.40	.58								
Feet, tails, etc.	2.0	8.7	.17	.25	2.0	8.7	.17	.24	2.0	8.7	.17	.24								
Offal & miscel.			.55	.79			.55	.77			.53	.77								
Total yield & value	69.5		\$17.81	\$25.63	71.0		\$17.37	\$24.47	71.5		\$16.25	\$22.73								
Per cwt. alive					Per cwt. alive					Per cwt. alive										
Cost of hogs	\$16.20				\$16.34				\$16.23				Per cwt. yield							
Condemnation loss	.08				.08				.08				Per cwt. yield							
Handling and overhead	.95				.83				.75				Per cwt. yield							
TOTAL COST PER CWT.					\$17.23	\$17.25					\$17.06					\$23.86				
TOTAL VALUE					17.81	17.37					16.25					22.73				
Cutting margin	+ \$ .58				+ \$ .12				+ \$ .17				— \$ .81				+ \$ 1.18			
Margin last week	+ .35				+ .51				— .28				— .78				— 1.09			

198,000 head, compared with 210,000 head in the preceding week and 168,000 in the week last year. Production of lamb and mutton in the three weeks under comparison amounted to 9,100,000, 9,900,000, and 7,700,000 lbs.

### AMI PROVISION STOCKS

Packers reporting to the American Meat Institute held 441,300,000 lbs. of pork meat in storage on April 15, 1950. This amount was 4,600,000 lbs. less than holdings two weeks earlier, 13,900,000 lbs. below year-earlier stocks and 135,700,000 lbs. less than the three year average for the date.

Lard stocks were increased by 12,000,000 during the first half of April, bringing mid-month holdings to 126,400,000 lbs. This amount was smaller, however, than the 174,200,000 lbs. held a year earlier and the 1939-41 average of 186,800,000 lbs.

Provision stocks as of April 15, 1950, as reported to the American Meat Institute by a number of representative companies, are shown in the table that follows. Because the firms reporting are not always the same from period to period (although comparisons are always made between identical groups), the table shows April 15 stocks as percentages of the holdings two weeks earlier, last year and the 1939-41 average for the comparable date.

	April 15 stocks as Percentages of Inventories on		
	Apr. 1, 1950	Apr. 1, 1949	1939-41 av.
<b>BELLIES</b>			
Cured, D. S.....	98	84	..
Cured, S. P. and D. C.....	99	98	109
Frozen-for-cure, D. S.....	104	225	..
Frozen-for-cure, S. P. & D. C.....	..	99	..
Total bellies.....	..	97	89
<b>HAMS</b>			
Cured, S. P. regular.....	100	100	95
Cured, S. P. skinned.....	98	89	65
Frozen-for-cure, regular.....	100	33	1
Frozen-for-cure, skinned.....	..	108	82
Total hams.....	99	97	57
<b>PICNICS</b>			
Cured, S. P.....	99	94	77
Frozen-for-cure.....	101	73	69
Total picnics.....	100	82	73
FAT BACKS, D. S. CURED.....	87	78	33
<b>OTHER CURED &amp; FROZEN</b>			
Cured, D. S.....	91	89	..
Cured, S. P.....	101	75	88
Frozen-for-cure, D. S.....	89	49	..
Frozen-for-cure, S. P.....	96	118	128
Total other.....	96	93	78
BARRELED PORK.....	140	150	23
TOT. D. S. CURED ITEMS.....	95	83	..
TOT. S. P. & D. C. CURED.....	99	92	73
TOT. FROZ. FOR D. S. CURE.....	98	94	..
TOT. S. P. & D. C. FROZEN.....	100	..	88
TOTAL CURED AND FROZEN-FOR-CURE.....	99	95	73
<b>FRESH FROZEN</b>			
Loins, shoulders, butts and spareribs.....	98	120	99
All other.....	99	99	133
Total.....	98	111	110
TOT. ALL FROZ. MEATS.....	99	97	76
RENDERED PORK FAT.....	117	78	..
LARD.....	110	72	66

\*Small percentage change.

†Included with lard.

### CHICAGO PROV. SHIPMENTS

Chicago provision shipments by rail for the week ended April 15 were:

	Week Apr. 15	Previous week	Cor. wk. 1949
Cured meats, pounds.....	18,962,000	17,082,000	15,212,000
Fresh meats, pounds.....	33,752,000	22,615,000	30,957,000
Lard, pounds.....	1,550,000	3,897,000	10,041,000





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## MEAT AND SUPPLIES PRICES Chicago

### WHOLESALE FRESH MEATS CARCASS BEEF

(l.c.l. prices)	
Native steers—	Apr. 19, 1950
Choice, 800/800	per lb.
Good, 500/700	40 1/4 @ 47 1/4
Good, 700/900	43 1/4 @ 43 1/4
Commercial, 500/700	41 @ 41 1/4
Utility, 400/up	33 1/2
Commercial cows, 500/800	35 1/2
Can. & Cut. cows, north.	33 1/4
350 up	36
Bologna bulls, 600/up	36

### STEER BEEF CUTS

500 800 lb. Carcasses (l.c.l. prices)	
Choice:	
Hinds & ribs	50 @ 61
Hindquarters	56 @ 59
Rounds	47 @ 50
Loins, trimmed	88 @ 94
Loins & ribs (sets)	82 @ 87
Sirloins	88
Forequarters	39 @ 40
Backs	43 @ 45
Chucks, square cut	36 @ 40
Ribs	73 @ 75
Briskets	38 @ 39

Good:	
Hinds & ribs	48 @ 52
Hindquarters	48 @ 52
Rounds	47 @ 50
Loins, trimmed	72 @ 74
Loins & ribs (sets)	66 @ 67
Sirloins	72
Forequarters	36 @ 38
Backs	41 @ 43
Chucks, square cut	36 @ 40
Ribs	55 @ 56
Briskets	38 @ 39
Navel	17 @ 22
Plates	24 @ 26
hind shanks	20
Fore shanks	24 @ 26
Bull tenderloins, 5 up	1.03 @ 1.05
Cow tenderloins, 5 up	1.03 @ 1.05

### BEEF PRODUCTS

(l.c.l. prices)	
Tongues, No. 1, 3/up,	
fresh or frozen	27 @ 31
Tongues, No. 2, 3/up,	
fresh or frozen	20 @ 22
Brains	6 1/4 @ 7
Hearts	22 1/2 @ 23
Livers, selected	48 @ 50
Livers, regular	42 @ 43
Tripe, scalded	9
Tripe, cooked	12
Kidneys	9 1/4 @ 10
Lips, scalded	13 1/2 @ 14
Lips, unscalded	10 @ 10 1/2
Lungs	8 @ 8 1/4
Melts	8 @ 8 1/4
Udders	5 1/2 @ 5 3/4

### BEEF HAM SETS

(l.c.l. prices)	
Knuckles, 8 lbs. up, bone in	52 1/2 @ 53
Insides, 12 lbs. up	53 1/2
Outsides, 8 lbs. up	40 1/2 @ 50

### FANCY MEATS

(l.c.l. prices)	
Beef tongues, corned	33 @ 35
Veal breads, under 6 oz.	76 @ 78
6 to 12 oz.	80 @ 82
12 oz. up	82 @ 84
Calf tongues	25 @ 27
Lamb fries	73 @ 75
Ox tails, under 1/2 lb.	19 @ 22
Over 1/2 lb.	20 @ 25

### WHOLESALE SMOKED MEATS

(l.c.l. prices)	
Hams, skinned, 14/16 lbs.,	
wrapped	47 1/2 @ 48 1/2
Hams, skinned, 14/16 lbs.,	
ready-to-eat, wrapped	48 1/2 @ 51 1/2
Hams, skinned, 16/18 lbs.,	
wrapped	44 @ 48 1/2
Hams, skinned, 16/18 lbs.,	
ready-to-eat, wrapped	48 @ 50
Bacon, fancy trimmed,	
brisket off, 8/10 lbs.,	
wrapped	36 1/2 @ 38
Bacon, fancy square cut,	
seedless, 12/14 lbs.,	
wrapped	32 @ 33
Bacon, No. 1 sliced, 1-lb.	
open-faced layers	39 @ 45 1/2

### CALF & VEAL—HIDE OFF

Carcass (l.c.l. prices)	
Choice, 80/150	42 @ 44
Choice, under 200 lbs.	40 @ 42
Good, under 200 lbs.	34 @ 37
Commercial, 80/150	34 @ 37
Commercial, under 200 lbs.	27 @ 29
Utility, all weights	27 @ 29

### CARCASS LAMBS (l.c.l. prices)

Choice, 45 55	49 @ 52
Good, 45 55	48 @ 51
Commercial, all weights	44 @ 50

### CARCASS MUTTON (l.c.l. prices)

Good, 70 down	32
Commercial, 70 down	30
Utility, 70 down	28

### FRESH PORK AND PORK PRODUCTS

(l.c.l. prices)	
Hams, skinned, 10/16 lbs.	42 1/2
Pork loins, regular,	
under 12 lbs.	40 @ 41
Pork loins, boneless	54 @ 55
Shoulders, skinned, bone in,	
under 10 lbs.	29 1/2
Picnics, 4 & 6 lbs.	26 1/2
Picnics, 6 & 8 lbs.	26
Boston butts, 4 & 8 lbs.	32 1/2 @ 33
Boneless butts, c.t., 2 & 4	42 @ 42 1/2
Tenderloins	70 @ 78
Neck bones	8
Livers	16 @ 16 1/2
Kidneys	8 1/4 @ 8 1/2
Brains, 10 lb. pails	16 @ 17
Ears	7 1/2 @ 8
Shouts, lean in	6 1/2 @ 7
Feet, front	8 @ 8 1/2

### SAUSAGE MATERIALS— FRESH

(l.c.l. prices)	
Pork trim., reg.	15 @ 15 1/4
Pork trim., guar. 50% lean	16 @ 17
Pork trim., spec.	
85% lean	36
Pork trim., ex. 85% lean	42 @ 43
Pork cheek meat, trmd.	29 @ 29 1/2
Pork tongues	18 1/4 @ 18 1/2
Bull meat, boneless	45 @ 45 1/2
Bon's cow meat, f.c., O. C. 43	43 1/2
Cow chucks, boneless	14 1/2
Beef trimmings, 85-90%	36 1/2 @ 37
Beef cheek meat, trmd.	31
Beef head meat	29 @ 30
Shank meat	46 1/2
Veal trimmings, bon's	39 @ 39 1/2

### SAUSAGE CASINGS (F. O. B. Chicago)

(l.c.l. prices quoted to manufac- turers of sausage.)	
Beef casings:	
Domestic rounds, 1 1/2 in.	42 @ 45
Domestic rounds, over 1 1/2 in.	70 @ 80
Export rounds, wide, over 1 1/2 in.	1.20 @ 1.25
Export rounds, medium, 1 1/2 in.	75 @ 80
Export rounds, narrow, 1 1/2 in.	90 @ 1.00
No. 1 weasands, 24 in. up	12 @ 12
No. 1 weasands, 22 in. up	8 @ 8
No. 2 weasands, 22 in. up	8 @ 8
Middles, sewing, 1 1/2 in.	95 @ 1.00
Middles, select, wide, 2 1/2 in.	1.10 @ 1.25
Middles, select, extra, 2 1/2 in.	1.35 @ 1.50
Middles, select, extra, 2 1/2 in. & up	2.25 @ 2.40
Beef bungs, export No. 1	28 @ 30
Beef bungs, domestic	22 @ 24
Dried or salted bladders, per piece:	
12-15 in. wide, flat	21 @ 25
10-12 in. wide, flat	13 @ 17
8-10 in. wide, flat	5 @ 7
Pork casings:	
Extra narrow, 29 mm. & dn.	3.40 @ 3.50
Narrow, mediums, 29 @ 32 mm.	3.25 @ 3.50
Medium, 32 @ 35 mm.	2.35 @ 2.45
Spe. medium, 35 @ 38 mm.	1.60 @ 1.75
Wide, 38 @ 43 mm.	1.45 @ 1.50
Export bungs, 34 in. cut	28 @ 30
Large prime bungs, 34 in. cut	17 @ 18
Medium prime bungs, 34 in. cut	12 @ 13
Small prime bungs, 34 in. cut	7 1/2 @ 8
Middles, per set, cap off	45 @ 57

### DRY SAUSAGE (l.c.l. prices)

Cervelat, ch. hog bungs	51 @ 53
Thuringer	45 @ 48
Farmer	65
Holsteiner	66
B. C. Salami	75
B. C. Salami, new con.	47
Genoa style salami, ch.	80
Pepperoni, new condit.	48
Mortadella	48
Italian style hams	71
Cappicola (cooked)	67

## DOMESTIC SAUSAGE

(L.c.l. prices)

Pork sausage, hog casings...	37 1/2	@40
Pork sausage, bulk...	35	
Frankfurters, sheep casings...	46	@48 1/2
Frankfurters, hog casings...	45 1/2	
Frankfurters, skinless...	41	@44
Bologna...	39	@41
Smoked liver, hog bungs...	38	@44
Bologna, artificial casings...	39	@40
New Eng. lunch, specialty...	54	@55
Mixed luncheon spec., ch...	47	@49
Tongue and blood...	38	
Blood sausage...	31	
Sausage...	29	
Polish sausage, fresh...	34	
Polish sausage, smoked...	45	@48

## SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime...	29	33
Resifted...	31	35
Chili powder...	36	37
Chili pepper...	36	39
Cloves, Zanzibar...	40	40
Ginger, Jam., unbl.	60	64
Ginger, African...	55	60
Cochin...	..	..
Mace, fcy, Banda...	..	1.28
East Indies...	..	1.15
Mustard, flour, fcy...	..	30
No. 1...	..	26
West India Nutmeg...	..	50
Paprika, Spanish...	48	64
Pepper, Cayenne...	..	72
Red No. 1...	..	62
Pepper, Packers...	1.57	2.10
Pepper, white...	2.72	2.85
Pepper, Black...	..	..
Malabar...	1.57	1.66
Black Lampung...	1.57	1.66

## SEEDS AND HERBS

(L.c.l. prices)

	Whole for Sams.	Ground
Caraway seed...	20	25
Cominos seed...	24	30
Mustard sd., fcy...	21	..
Yel. American...	19	..
Marjoram, Chilean...	67	74
Oregano...	27	32
Coriander, Morocco...	..	..
Natural No. 1...	17	20
Marjoram, French...	70	76
Sage Dalmation...	1.45	1.55

## CURING MATERIALS

	Cwt.
Nitrite of soda, in 425-lb. bbls., del. or f.o.b. Chicago...	\$ 8.89
Salt, refined gran...	11.00
Small crystals...	14.40
Medium crystals...	15.40
Pure rfd., gran. nitrate of soda...	5.25
Pure rfd., powdered nitrate of soda...	unquoted
Salt, in min. car. of 60,000 lbs. only, paper sacked f.o.b. Chgo.	Per ton
Granulated...	\$20.40
Medium...	26.80
Rock, bulk, 40 ton cars, Detroit...	11.40
Sugar...	..
Raw, 96 basis, f.o.b. New Orleans...	5.50
Refined standard cane gran., basis...	7.60
Refined standard beet gran., basis...	7.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%...	7.80
Dextrose, per cwt. in paper bags, Chicago...	6.65

## PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles April 18	San Francisco April 18	No. Portland April 18
<b>FRESH BEEF: (Carcass)</b>			
<b>STEER:</b>			
Good:			
500-600 lbs.	\$44.00@45.00	\$44.00@45.00	\$46.00@47.00
600-700 lbs.	43.00@44.00	43.00@44.00	45.00@46.00
Commercial:			
400-600 lbs.	42.00@43.00	43.00@45.00	44.00@46.00
Utility:			
400-600 lbs.	38.00@40.00	38.00@42.00	37.00@41.00
<b>COW:</b>			
Commercial, all wts.	37.00@39.00	38.00@42.00	38.00@40.00
Cutter, all wts.	33.00@34.00	34.00@36.00	34.00@36.00
<b>FRESH CALF: (Skin-Off)</b>			
Good:			
200 lbs. down	50.00@52.00	45.00@48.00	45.00@47.00
Commercial:			
200 lbs. down	46.00@48.00	42.00@45.00	41.00@43.00
<b>SPRING LAMB: (Carcass)</b>			
Choice:			
40-50 lbs.	51.00@52.00	52.00@54.00	52.00@54.00
50-60 lbs.	48.00@50.00	48.00@52.00	51.00@53.00
Good:			
40-50 lbs.	51.00@52.00	52.00@54.00	52.00@54.00
50-60 lbs.	48.00@50.00	48.00@52.00	51.00@53.00
Commercial, all wts.	48.00@50.00	51.00@53.00	46.00@48.00
Utility, all wts.	..	..	39.00@41.00
<b>MUTTON (EWE):</b>			
Good, 75 lbs. dn.	28.00@30.00	28.00@28.00	28.00@30.00
Commercial, 75 lbs. dn.	28.00@30.00	22.00@26.00	25.00@27.00
<b>FRESH PORK CARCASSES: (Packer Style) (Shipper Style) (Shipper Style)</b>			
80-120 lbs.	27.50@29.00	29.00@31.00	29.00@31.00
120-137 lbs.	..	28.00@29.00	26.00@27.00
<b>FRESH PORK CUTS NO. 1:</b>			
<b>LOINS:</b>			
8-10 lbs.	42.00@44.00	45.00@48.00	43.00@46.00
10-12 lbs.	42.00@44.00	44.00@48.00	43.00@46.00
12-16 lbs.	41.00@42.00	42.00@44.00	41.00@43.00
<b>PICNICS:</b>			
4-8 lbs.	..	30.00@34.00	..
<b>PORK CUTS NO. 1:</b>			
<b>HAM, Skinned:</b>			
12-16 lbs.	46.00@51.00	52.00@54.00	49.00@54.00
16-20 lbs.	45.00@50.00	48.00@52.00	49.00@52.00
<b>BACON, "Dry Cure" No. 1:</b>			
6-8 lbs.	38.00@45.00	46.00@48.00	45.00@46.00
8-10 lbs.	35.00@43.00	44.00@46.00	40.00@43.00
10-12 lbs.	35.00@43.00	..	40.00@43.00
<b>LARD, Refined:</b>			
Tierces	12.50@13.25	..	12.50@14.00
50 lb. cartons & cans	13.00@14.00	14.00@15.00	..
1 lb. cartons	14.00@15.00	15.50@16.00	14.00@15.00

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## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

#### CARLOT TRADING LOOSE BASIS F.O.B. CHICAGO OR CHICAGO BASIS

THURSDAY, APRIL 20, 1950

#### REGULAR HAMS

	Fresh or Frozen	S.P.
8-10	40n	40n
10-12	40n	40n
12-14	40n	40n
14-16	40n	40n

#### BOILING HAMS

	Fresh or Frozen	S.P.
16-18	38n	38n
18-20	37½n	37½n
20-22	36½n	36½n

#### SKINNED HAMS

	Fresh or F.F.A.	S.P.
10-12	42½	42½n
12-14	42½	42½n
14-16	42½	42½n
16-18	40½	40½n
18-20	40	40n
20-22	39	39n
22-24	39	39n
24-26	37½	37½n
26-28	34@34½	34n
28-up, No. 2's	33	33n

#### OTHER D.S. MEATS

	Fresh or Frozen	Cured
Regular plates	12n	12n
Clear plates	8n	8n
Square jowls	11@11½	12@12½
Jowl butts	8@8½	8½
S. P. Jowls	8	8

#### PICNICS

	Fresh or F.F.A.	S.P.
4-6	25½@26	25½@26n
4-8 range	25½	25½n
6-8	25½	25½n
8-10	24½	24½n
10-12	23½	23½n
12-14	23½	23½n
8-up, No. 2's	23½	23½n

#### BELLIES

	Fresh or Frozen	Cured
6-8	26½	28n
8-10	25½@26	27n
10-12	25	26
12-14	23½	24½n
14-16	21½	22½
16-18	20	21½
18-20	19½@19½	21

#### GR. AMN.

	Clear	D.S.
18-20	18½n	17½n
20-25	17½n	16½
25-30	16½n	15½@15½
30-35	15½@15½	15
35-40	13½	12½@13
40-50	12½	12

#### FAT RACKS

	Fresh or Frozen	Cured
6-8	7½	7½
8-10	7½	7½
10-12	7½	7½
12-14	8	8½
14-16	8½	9½
16-18	9½	10½
18-20	10½	10½
20-25	10½	10½

### LARD FUTURES PRICES

MONDAY, APRIL 17, 1950

	Open	High	Low	Close
May	11.00	11.00	10.97½	10.97½a
July	11.17½	11.20	11.12½	11.20ax
Sept.	11.40	11.40	11.37½	11.40b
Oct.	11.40	11.40	11.37½	11.40
Nov.	11.37½	11.37½	11.35	11.35b

Open interest at close Fri., Apr. 14th: May 370, July 784, Sept. 411, Oct. 160, Nov. 74; at close Sat., Apr. 15th: May 364, July 795, Sept. 415, Oct. 161, and Nov. 74 lots.

TUESDAY, APRIL 18, 1950

	May	July	Sept.	Oct.	Nov.
May	11.00	11.02½	11.00	11.00b	
July	11.25	11.30	11.22½	11.22½a	
Sept.	11.47½	11.47½	11.42½	11.42½b	
Oct.	11.45	11.45	11.42½	11.42½a	
Nov.					11.35b

Sales: 1,880,000 lbs.  
Open interest at close Mon., Apr. 17th: May 363, July 805, Sept. 422, Oct. 162 and Nov. 77 lots.

WEDNESDAY, APRIL 19, 1950

	May	July	Sept.	Oct.	Nov.
May	11.00	11.02½	11.00	11.00b	
July	11.22½	11.27½	11.22½	11.25a	
Sept.	11.45	11.47½	11.45	11.47½a	
Oct.				11.42½	
Nov.					11.35b

Sales: 880,000 lbs.  
Open interest at close Tues., Apr. 18th: May 346, July 809, Sept. 432, Oct. 161 and Nov. 77 lots.

THURSDAY, APRIL 20, 1950

	May	July	Sept.	Oct.	Nov.
May	11.02½	11.05	10.97½	11.00a	
July	11.30	11.30	11.20	11.25a	
Sept.	11.50	11.50	11.42½	11.45a	
Oct.				11.42½a	
Nov.					11.35b

Sales: 3,000,000 lbs.  
Open interest at close Wed., Apr. 19th: May 343, July 813, Sept. 436, Oct. 161 and Nov. 77 lots.

FRIDAY, APRIL 21, 1950

	May	July	Sept.	Oct.	Nov.
May	11.00	11.00	11.00b		
July	11.25	11.25	11.25a		
Sept.	11.45	11.45	11.45b		
Oct.				11.40a	
Nov.					11.35a

Sales: About 750,000 lbs.  
Open interest at close Thurs., Apr. 20th: May 329, July 826, Sept. 445, Oct. 161 and Nov. 78 lots.

### WEEK'S LARD PRICES

	P.S. Lard	P.S. Lard	Raw	Leaf
	Loose	Loose	Loose	Loose
Apr. 15	10.85n	9.37½b	8.87½n	
Apr. 17	10.85n	9.37½b	8.87½n	
Apr. 18	10.87½n	9.37½b	8.87½n	
Apr. 19	10.87½n	9.37½b	8.87½n	
Apr. 20	10.87½n	9.50n	9.00n	
Apr. 21	10.87½n	9.50n	9.00n	

### FATS-OILS EXPORT

U. S. fats and oils exports during January-February, 1950, were reported by the U. S. Department of Agriculture as follows:

	January-February-1950	1949
Commodity		
Soybeans, bu.	1,922,000	3,180,000
Soybean oil:		
Refined, lbs.	13,088,000	5,255,000
Crude, lbs.	59,876,000	11,111,000
Coconut oil:		
Refined, lbs.	1,131,000	843,000
Crude, lbs.	1,787,000	1,262,000
Cottonseed oil:		
Refined, lbs.	10,636,000	7,210,000
Crude, lbs.	17,530,000	6,373,000
Flaxseed, bu.	594,000	6,350,000
Linseed oil:		
Refined, lbs.	2,686,000	733,000
Peanut:		
Shelled, lbs.	18,705,000	120,705,000
Unshelled, lbs.	558,000	1,305,000
Peanut oil:		
Refined, lbs.	2,619,000	18,000
Crude, lbs.	8,920,000	40,000
Corn oil:		
Refined	256,000	204,000
Crude	70,000	4,000
Oleomargarine:		
Refined	379,000	471,000
Cooking fats:		
Refined	1,988,000	757,000
Lard, lbs.	114,353,000	76,338,000
Tallow:		
Edible, lbs.	1,602,000	1,240,000
inedible, lbs.	49,636,000	30,442,000
Neatsfoot oil	116,000	50,000
Stearic acid	740,000	1,380,000
Other animal fats and greases	8,523,000	10,527,000

### PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chgo.	\$13.00
Refined lard, 50-lb. cartons, f.o.b. Chicago	13.25
Kettle rend., tierces, f.o.b. Chicago	14.00
Leaf, kettle rend., tierces, f.o.b. Chgo.	14.00
Lard flakes, f.o.b.	14.25
Neutral, tierces, f.o.b. Chicago	14.25
Standard Shortening, *N. & S.	20.00
Hydrogenated Shortening N. & S.	21.75

\*Del'd.



# MARKET PRICES *New York*

## WHOLESALE FRESH MEATS

### CARCASS BEEF

(L.c.l. prices)

Apr. 19, 1950  
per lb.  
City

Choice, 800 lbs./down.....	48	@51
Good, 800 lbs./down.....	43½	@45½
Commercial, 800 lbs./down.....	40	@42½
Canner & cutter.....	33	@39½
Bologna butts.....	30	@40

### BEEF CUTS

(L.c.l. prices)

Choice:		
Hinds & ribs.....	50	@64
Rounds, N. Y. flank off.....	49	@51
Hips, full.....	61	@64
Top sirloins.....	60	@62
Short loins, untrimmed.....	75	@88
Chucks, non-kosher.....	41	@43
Ribs, 30/40 lbs.....	70	@78

### Good:

Hinds & ribs.....	51	@56
Rounds, N. Y. flank off.....	48	@50
Hips, full.....	56	@59
Top sirloins.....	56	@59
Short loins, untrimmed.....	64	@70
Chucks, non-kosher.....	40	@42
Ribs, 30/40 lbs.....	58	@63
Briskets.....	38	@40
Flanks.....	17	@18

### FRESH PORK CUTS

(L.c.l. prices)

Western

Hams, regular, 14/down.....	41n	
Hams, skinned, 14/down.....	43½	
Picnics, 4/8 lbs.....	27½	
Bellies, sq. cut, seedless.....		
8/12 lbs.....	26½	@27½
Pork loins, 12/down.....	41	@42
Boston butts, 4/8 lbs.....	33½	@34
Spareribs, 3/down.....	34	@34½
Pork trim., regular.....	16	@16½
Pork trim., ex. lean, 95%.....	43	@44
Hams, regular, 14/down.....	41	@43
Hams, skinned, 14/down.....	43	@45
Shoulders, N. Y., 12/down.....	34	
Picnics, 4/8 lbs.....	27	@30
Boston butts, 4/8 lbs.....	35	@39
Pork loins, 12/down.....	42	@44
Spareribs, 3/down.....	36	@39
Pork trim., regular.....	15	@18

### FANCY MEATS

(L.c.l. prices)

Veal breads, under 6 os.....	85	
6 to 12 os.....	80	
12 os. up.....	1.00	
Beef kidneys.....	30	
Beef livers, selected.....	78	
Lamb fries.....	55	
Oxtails, under ½ lb.....	16	
Oxtails, over ½ lb.....	35	

## WESTERN DRESSED MEATS AT NEW YORK

WEDNESDAY, APRIL 19, 1950

All quotations in dollars per cwt.

### BEEF:

#### STEER:

Choice:		
350-500 lbs.....	None	
500-600 lbs.....	None	
600-700 lbs.....	\$48.00-50.50	
700-800 lbs.....	48.50-51.00	

#### Good:

350-500 lbs.....	None	
500-600 lbs.....	43.50-45.00	
600-700 lbs.....	43.50-45.50	
700-800 lbs.....	44.00-45.50	

#### Commercial:

350-600 lbs.....	40.00-42.00	
600-700 lbs.....	40.00-42.50	

#### Utility:

350-600 lbs.....	None	
------------------	------	--

### COW:

Commercial, all wts.....	34.00-37.00	
Utility, all wts.....	32.50-34.50	
Cutter, all wts.....	None	
Canner, all wts.....	None	

### VEAL—SKIN OFF:

Choice:		
80-110 lbs.....	41.50-45.00	
110-150 lbs.....	41.50-45.00	

#### Good:

50-80 lbs.....	None	
80-110 lbs.....	39.00-41.50	
110-150 lbs.....	39.00-41.50	

## DRESSED HOGS

Hogs, gd. & ch., hd. on, lf. fat in

100 to 130 lbs.....	25	@25½
137 to 153 lbs.....	25	@25½
154 to 171 lbs.....	25	@25½
172 to 188 lbs.....	25	@25½

## LAMBS

(L.c.l. prices)

Choice lambs.....	48	@60
Good lambs.....	47	@59
Legs, gd. & ch.....	52	@58
Hindsaddles, gd. & ch.....	53	@64
Loins, gd. & ch.....	65	@68

## MUTTON

(L.c.l. prices)

Good, under 70 lbs.....	26	@25
Comm., under 70 lbs.....	25	@26

## VEAL—SKIN OFF

(L.c.l. prices)

Choice carcass.....	41½	@45
Good carcass.....	39	@41½
Commercial carcass.....	30	@38
Utility.....	27	@30

## BUTCHERS' FAT

(L.c.l. prices)

Shop fat.....	1½	
Breast fat.....	2½	
Edible suet.....	2½	
Inedible suet.....	2½	

## STOCKER AND FEEDER CATTLE SHIPMENTS

Stocker and feeder live-stock bought in eight Corn Belt states:

### CATTLE AND CALVES

—March—

	1950	1949
Public stockyards.....	90,654	90,981
Direct.....	41,487	34,948
Total.....	141,141	125,929

### SHEEP AND LAMBS

	1950	1949
Public stockyards.....	58,759	31,025
Direct.....	41,874	30,456
Total.....	100,633	61,481

Data in this report were obtained from offices of state veterinarians. Under "Public stockyards" are included stockers and feeders which were bought at stockyards markets. Under "Direct" are included stockers and feeders coming from other states from points other than public stockyards, some of which are inspected at public stockyards en route.

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SUPPLY CO.

20th & McGEE • KANSAS CITY 8, MO.

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10-lb. package.....	29c a lb.
50-lb. drum.....	28c a lb.
100-lb. drum.....	25c a lb.
300-lb. drum.....	23c a lb.

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20TH & MCGEE ST., KANSAS CITY 8, MO.  
Gentlemen:

Yes, indeed, send me \_\_\_\_\_ pounds of OLD BALDY at the price indicated. I intend to use it according to directions. I am buying OLD BALDY with the distinct understanding that if it does not prove satisfactory, you are to refund the entire purchase price or cancel the charge.

NAME.....

FIRM.....

ADDRESS.....

CITY..... ZONE..... STATE.....

**SATISFACTION GUARANTEED!**

# BY-PRODUCTS—FATS—OILS

## TALLOW AND GREASES

Thursday, April 20, 1950

No improvement in demand has developed for soap materials, but a comparatively light supply situation has tended to keep the price structure on an even keel. There is a feeling in some quarters that materials are accumulating in packers' tanks and unless some substantial buying interest develops within the next few days, prices will soften as a natural consequence. Soaper consuming interests have not been aggressive for materials and apparently are continuing to obtain only requirements to maintain current operating inventories.

At midweek the market continued dull and featureless. Small trades were recorded at market levels, but the undertone was definitely on the weak side, with the general opinion that sizable offerings on a lower basis may be in the offing. Big soapers were inactive and dealer buying interest was not in evidence.

In the East, lower grades were reduced  $\frac{1}{4}$ c, with yellow grease sold at  $5\frac{1}{2}$ c, delivered basis. This was attributed to slow demand and increased production of these types. Better grades were reported barely steady.

The big soaper market on the West Coast remained at 6c for fancy tallow,  $5\frac{1}{2}$ c for prime,  $5\frac{1}{4}$ c for special and 5c for yellow grease, all bids delivered basis. The Commodity Credit Corporation is reported to be interested in a substantial quantity of prime tallow for shipment to Japan, but no definite requirements are available as yet.

The latest reported information in the Midwest indicates material is available on a basis of  $6\frac{1}{4}$ c for fancy tallow with no buying interest and a strictly nominal market. In sales late Thursday greases sold lower, with choice white grease moving at 6c and yellow grease

reported moving at 5c, delivered basis.

**TALLOW:** Quotations Thursday (carlots delivered consuming points) were: Edible tallow, 6 $\frac{1}{2}$ c; fancy, 6 $\frac{1}{4}$ @ $6\frac{1}{2}$ c; choice, 6 $\frac{1}{2}$ @ $6\frac{1}{4}$ c; prime, 6@ $6\frac{1}{4}$ c; special, 5 $\frac{1}{2}$ @ $6\frac{1}{4}$ c; No. 1,  $5\frac{1}{2}$ @ $5\frac{1}{4}$ c; No. 3, 5 $\frac{1}{2}$ @ $5\frac{1}{4}$ c; No. 2,  $5\frac{1}{2}$ @ $5\frac{1}{4}$ c. All quotations were nominal.

**GREASES:** Thursday quotations were: Choice white, 6c; A-white, 5 $\frac{1}{2}$ @ $6\frac{1}{4}$ c; B-white, 5 $\frac{1}{2}$ @ $5\frac{1}{4}$ c; yellow, 5c; house, 4 $\frac{1}{4}$ c; brown, 4 $\frac{1}{4}$ c; brown (25 acid), 4 $\frac{1}{2}$ c.

## BY-PRODUCTS MARKETS

(Chicago, Thursday, April 20, 1950)

### Blood

	Unit	Ammonia
*Unground, per unit of ammonia.....	\$6.00@	6.25

### Digester Feed Tankage Materials

Wet rendered, unground, loose	
Low test .....	*\$9.00@9.25n
High test .....	*8.25
Liquid stick tank cars.....	3.75@4.00

### Packingshouse Feeds

	Carlots, per ton
50% meat and bone scraps, bulk....	105.00
55% meat scraps, bulk.....	105.00@110.00
50% feeding tankage, with bone, bulk .....	100.00
60% digester tankage, bulk.....	100.00@105.00
80% blood meal, bagged.....	135.00
65% special steamed bone meal, bagged .....	80.00

### Fertilizer Materials

High grade tankage, ground	
Per unit ammonia.....	\$ 6.50@ 6.75
Bone tankage, unground, per ton....	37.50@40.00n
Hoof meal, per unit ammonia.....	7.00

### Dry Rendered Tankage

	Per unit Protein
Cake .....	*\$1.80@1.90
Expeller .....	* 1.80@1.90

### Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed).....	\$ 1.75@ 2.00n
Hide trimmings (green, salted)....	1.25@ 1.35n
Sinews and pizzles (green, salted)...	1.50n
Cattle jaws, skulls and knuckles....	60.00@65.00n
Pig skin scraps and trim, per lb.....	6@6 $\frac{1}{2}$ n

### Animal Hair

Winter coil dried, per ton.....	100.00n
Summer coil dried, per ton.....	65.00@ 70.00n
Cattle switches, per piece.....	5 $\frac{1}{2}$ n
Winter processed, gray, lb.....	13n
Summer processed, gray, lb.....	7 $\frac{1}{2}$ @ 8n

\*Quoted delivered basis.

## VEGETABLE OILS

Thursday, April 20, 1950

A lack of offerings and buying interest was very apparent in the crude edible vegetable oils markets this week. Apparently the domestic demand is satisfied and producers are limiting their output. Only small lot sales are the result.

The fats and oils situation in foreign countries is greatly improved, which may account for the absence of government buyers from the domestic market.

**CORN OIL:** This market continued steady with oil moving at 14c early. Later, although the prices remained steady, the market quieted and on

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

### Ammoniates

Ammonium sulphate, bulk, per ton, f.o.b.	
Production point .....	\$45.00
Blood, dried 16% per unit of ammonia.....	6.50
Unground fish scrap, dried, 60% protein nominal f.o.b.	
Fish Factory, per unit.....	2.40
Soda nitrate, per net ton, bulk, ex-vessel Atlantic and Gulf ports.....	48.00
in 100-lb. bags.....	51.50
Fertilizer tankage, ground, 10% ammonia, 10% B.P.L., bulk.....	nominal
Feeding tankage, unground, 10-12% ammonia, bulk, per unit of ammonia.....	7.25

### Phosphates

Bone meal, steam, 3 and 50 bags, per ton, f.o.b. works.....	\$60.00
Bone meal, raw, 4 $\frac{1}{2}$ % and 50% in bags, per ton, f.o.b. works.....	60.00
Superphosphate, bulk, f.o.b. Baltimore, 19% per unit.....	.76

### Dry Rendered Tankage

40/50% protein, unground, per unit of protein.....	\$1.65
--	--------

## EASTERN FERTILIZER MARKET

New York, April 20, 1950

Markets were mostly lower as buyers showed little interest in packingshouse by-products.

Cracklings declined to \$1.65 per unit, and some wet rendered tankage sold at \$7.25, f.o.b. New York. There was practically no interest in dried blood.

NICK BEUCHER, JR., Pres.

JOHN LINDQUIST, V. Pres.

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Thursday a nominal market at 14c prevailed.

**COTTONSEED OIL:** Early offerings of 13½c were made in the Valley and Southeast and 13¼c in Texas. Later, sales of 13½c were reported in the Valley and sales of 13¼c in Texas. Cottonseed oil in the Southeast remained quiet.

The futures quotations in the New York cottonseed oil market were reported as follows:

MONDAY, APRIL 17, 1950					
	Open	High	Low	Close	Pr. cl.
May	15.97	16.09	15.97	*16.05	16.14
July	15.66	15.83	15.63	15.78	15.83
Sept.	*15.35	15.49	15.28	*15.39	14.48
Oct.	*14.60	14.73	14.05	14.73	14.78
Dec.	*14.30	14.48	14.29	14.38	14.42
Jan.	*14.30	14.40	14.20	*14.38	14.42
Mar.	*14.20	14.20	14.20	*14.23	14.27

Total sales: 132 contracts.

TUESDAY, APRIL 18, 1950					
	Open	High	Low	Close	Pr. cl.
May	*16.00	16.05	15.99	*16.00	16.05
July	*15.75	15.85	15.76	15.80	15.78
Sept.	15.38	15.47	15.36	15.43	15.39
Oct.	*14.70	14.80	14.73	14.78	14.73
Dec.	14.42	14.48	14.42	14.43	14.38
Jan.	*14.45	14.45	14.40	*14.40	14.38
Mar.	*14.25	14.40	14.40	*14.25	14.23

Total sales: 96 contracts.

WEDNESDAY, APRIL 19, 1950					
	Open	High	Low	Close	Pr. cl.
May	*15.90	16.14	15.95	16.02	16.00
July	15.70	15.90	15.70	15.80	15.80
Sept.	*15.30	15.59	15.38	15.45	15.43
Oct.	*14.65	14.97	14.73	14.84	14.78
Dec.	*14.30	14.62	14.35	14.48	14.43
Jan.	*14.30	14.40	14.30	*14.47	14.40
Mar.	*14.15	14.50	14.30	*14.30	14.25

Total sales: 201 contracts.

THURSDAY, APRIL 20, 1950					
	Open	High	Low	Close	Pr. cl.
May	*15.95	16.09	16.00	16.00	16.02
July	*15.70	15.89	15.73	*15.73	15.80
Sept.	15.45	15.54	15.42	15.43	15.45
Oct.	*14.75	14.85	14.74	*14.71	14.84
Dec.	14.47	14.50	14.40	*14.40	14.48
Jan.	*14.47	14.47	14.40	*14.40	14.47
Mar.	*14.20	14.34	14.34	*14.25	14.30

Total sales: 390 contracts.  
\*Bid. †Nominal.

**SOYBEAN OIL:** Early this week the soybean oil market presented a confusing situation. Offerings were listed at 13 and 13½c and yet a sale was reported at 13½c. The market steadied at midweek, however, and sales were made at 13½c for the remainder of the week. In comparison to last week's market this selling price was unchanged to ¼c lower.

**PEANUT OIL:** With buyers refusing to pay 15c for peanut oil, a weak undertone developed early this week. Offerings were later lowered ¼c and buying interest became aroused. Sales at 14½c predominated the market until Thursday when the market quieted and was quoted at 14½c nominal.

**COCONUT OIL:** Late last week sellers lowered their levels to 15½c. This drop apparently had no effect on buyers, for these offerings also went without reply. This lack of buying interest may cause a sharp price decline because of the large supply of coconut oil on hand at this season of the year.

### VEGETABLE OILS

Crude cottonseed oil, carlots, f.o.b. mills	
Valley	13½n
Southeast	13½n
Texas	13½ @ 13½n
Corn oil, in tanks, f.o.b. mills	14n
Soybean oil, in tanks, f.o.b. mills	13½pd
Midwest	13½n
Peanut oil, f.o.b. Southern Mills	14½n
Coconut oil, Pacific Coast	15½n
Cottonseed foots	
Midwest and West Coast	1½b
East	1½n

### MARGARINE PRODUCTION

Total production of uncolored margarine in February, 1950, was 55,995,166 lbs., compared with 63,248,131 lbs. in February, 1949, according to the National Association of Margarine Manufacturers. The total withdrawn tax paid was 56,131,918 lbs., compared with 63,736,665 lbs. in February, 1949.

Production of colored margarine in February totaled 25,304,094 lbs., compared with 12,813,011 lbs. in February, 1949. The total withdrawn tax paid was 25,086,477 lbs. in February, 1950, and 11,295,510 lbs. in February, 1949.

The February ingredient schedule of uncolored margarine was as follows:

	Feb., 1950	Feb., 1949
	lbs.	lbs.
Butter flavor	4,752	3,568
Corn oil	33,219	95,867
Cottonseed oil	32,136,146	32,632,139
Derivative of glycerine	83,233	86,475
Diacyl	63	176
Lecithin	105,648	109,338
Milk	9,439,699	10,597,967
Monostearine	49,261	50,795
Neutral lard	339,339	385,404
Oleo oil	267,082	321,916
Oleo stearine	265,461	215,943
Oleo stock	41,570	39,535
Peanut oil	29,052	1,081
Salt	1,086,825	1,030,325
Soda (benzoate of)	39,352	46,558
Sodium sulpho acetate	...	4,345
Soya bean flakes	1,091	405
Soya bean oil	13,322,743	17,744,465
Vitamin concentrate	9,282	10,110
Total	56,844,818	64,268,020

### OLEOMARGARINE

Prices f.o.b. Chicago

White domestic vegetable	27
White animal fat	27
Milk churned pastry	24
Water churned pastry	23

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# HIDES AND SKINS

**Packers reduce asking prices and market becomes very active—Approximately 90,000 hides moved during week—Market steady in spots, but generally 1/2c@2c lower—Over half the volume in light cows—Country and small packer markets slow.**

## Chicago

**PACKER HIDES:** For some time the hide market has been stalemated largely because of the inability of packers and tanners to come to an agreement on the price of light cows. It has been the tanners contention that these hides have been out of line with the rest of the hide market, while packers have been holding steady at prices 1c@2c above best bids. This week the tanners finally won out as packers lowered their asking prices to bid levels and heavy trading developed.

For the packers, it was a case of the continued accumulation of hides eventually becoming burdensome and it was this that forced them to liquidate at lower prices. The heaviest trading was centered in light cows and generally speaking the sharpest price declines were also in this classification; however, ex-light steers, moving in sympathy, sold 2c lower in what was actually the biggest decline registered during the week. In one or two other classes, smaller reductions were made, while the balance of the sales were steady. At the week's close the selling had lightened packer holdings considerably and this gave the market a slightly better undertone, although the situation on branded steers was a little weak and confused.

In the light cow hide sales mentioned above, a total of about 54,000 were sold. By points the prices were as follows: Kansas City, Wichita, and St. Louis, 24c; Omaha, Sioux City and Cedar Rapids, 23 1/2c; Austin and St. Paul, 23c, and Chicago and Milwaukee, 22 1/2c. The saltings were generally March-April, but some were even prior to those months. Car Oklahoma City light cows sold 28 1/2c, f.o.b.

As mentioned above, the biggest price decline was in ex-light steers. These sold at 26c, which, compared to last previous sales of 28c, was a full 2c lower; about 6,500 of these were sold in five separate sales. Light steers also sold lower. Early light car of these sold at 22 1/2c, but when the light cows worked lower, later sales totaling 5,500 hides were made at 22c. Car St. Paul light native steers sold 23c, establishing a price range of 22c to 23c.

In other selling (three sales) total of 7,200 branded cows were moved at 20 1/2c to 21c. Some of these sold on an adjusted basis because they contained a large percentage of kosher. There was a sale of 1,400 St. Paul heavy steers at 21c, and two other sales (5,200) of heavy native steers made at 18c, 1/2c lower than last quoted. Car heavy Texas steers sold 17c and car light Texas steers sold at 20c. Car St. Paul heavy cows sold 22c, while car same Chicago origin sold 21c.

In the branded steers a small packer sold a mixture of about 2,300 April Colorados and butts at 16c and 16 1/2c, with some prior saltings included at a discount. It was also rumored, but could not be confirmed, that a packer did some trading on the same basis, and it was for this reason that the branded steer market was not definitely established at the close of the week.

**OUTSIDE SMALL PACKER:** Notwithstanding the fact that this market worked lower during the week, tanner interest was still on the light side at the new levels. It had been thought that when prices became lower buying interest would develop, but at the close of the week bids and buying interest were both negligible, and the market was quiet.

In both the country and small packer markets there was some trading early in the week, but it dried up after the packer market sold lower and in volume about midweek. In this selling few cars of country hides, 50-lb. average, sold at 17c and few cars 52's sold 16 1/2c.

Small packers moved few cars 50's, at both 20 1/2c and 20c, and at the close of the week this weight was offered at 20c, with bids generally a full cent lower.

A few cars of 41 to 42-lb. average small packer hides sold at 23c, and a few 45's sold at 21c. In the heavier hides carload sales of 58-lb. average were made at 17 1/2c, and 64's to 65's sold as high as 17c in the early part of the week and as low as 16c late in the week.

## CALFSKINS AND KIPSKINS:

There was just enough selling in skins to keep a market pattern and price structure. In the only reported sale of calfskins, 7,500, Milwaukee, sold with the heavy moving at 64 1/2c and the light at 61c. There was also only one reported sale in kipskins, and in this 2,500 St. Paul-Winona moved at 47c, with the overweights bringing 42c, both prices steady. Combined sales of slunks totaling 13,000 were all made at \$3.15, a compromise figure between the bids of \$3 and offerings at \$3.25 reported here last week.

In the small packer market some packers had increased their holdings sufficiently to enable them to make carload offerings, but demand was light and not many sales were made; generally these offerings were held at 45c, but the little trading done was at 42c to 43c.

**WEST COAST:** A packer sold a mixture, aggregating about 8,500 hides, in the only trading reported from this area during the week. In this trade branded cows sold at 20c, butts at 16c and Colorados at 15 1/2c; the prices were all f.o.b. and the hides were sold on a selected basis. Heavy sales of the last two weeks, in addition to the recent strike on the Coast, left small packers in a well sold position.

**SHEEPSKINS:** The supply situation on all types of pelts and shearlings remained tight during the week and with demand steady and strong, sellers were in a position to again gain additional price concessions from buyers.

Although supplies were short, prices were such that packers accumulated as many cars as was possible and several sales were made during the week. Early, mixed car No. 1's, 2's and 3's sold \$2.90,

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# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

The live hog top at Chicago was \$17.00; the average, \$16.45. Provision prices were quoted as follows: Under 12 pork loins, 40@40½; 10/14 green skinned hams, 43; 4/8 Boston butts, 31½; 16/down pork shoulders, 28½; 3/down spareribs, 31@31½; 8/12 fat backs, 7½@7½; regular pork trimmings, 14@14½; 18/20 DS bellies, 17½n; 4/6 green picnics, 26½; 8/up green picnics, 24.

P. S. loose lard was quoted at 9.50n and P. S. lard in tierces at 10.87½n.

### Cottonseed Oil

The Cottonseed oil futures quotations at New York were: May 15.93; July 15.73; Sept. 15.45; Oct. 14.75; Dec. 14.40; Jan. 14.00; Mar. 14.23b, 14.33a. Sales totaled 197 lots.

## USDA ASKS LARD OFFERS

Offerings on 1,321,000 lbs. of refined or unrefined lard, antioxidant added, were invited April 19 by the U. S. Department of Agriculture to fill an Army order for Okinawa. Offerings will be received until midnight, Tuesday, April 25, with rejection or acceptance by April 27.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Week ended Apr. 20, 1950	Previous Week	Cor. week. 1949
Nat. str.	18 @23	18½ @24	19 @23½n
Hvy. butt.	16½ @17	17	18
brnd'd str.	16½ @17	17	18
Hvy. Col str.	16 @16½	16½	17½
Ex-light Tex.	24n	25	24½ @25n
str.	20½ @21	20½ @21	19½
Hvy. nat. cows	20½ @22	20½ @22	18½ @19
Lt. nat. cows	22½ @24	23½ @24½	24½ @25
Nat. bulls	16 @16½	16½ @17	15½ @16
Brnd'd bulls	15 @15½	15½ @16	14½ @15
Calfskins, Nor.	61½ @64½	61½ @64½	60 @65
Kips, Nor. nat.	47	47	48
Kips, Nor. brad.	45	45	45½
Slunks, reg.	3.15	3.00 @3.25	3.35
Slunks, hris.	1.10	1.10	90

### CITY AND OUTSIDE SMALL PACKERS

41-42 lb. aver.	23	23 @23½	17 @19
50-52 lb. aver.	19 @20	19½ @20	16 @18
63-65 lb. aver.	16 @16½	16 @16½	12 @12½
Nat. bulls	13 @13½	13 @13½	11 @11½
Calfskins	42 @43	42 @43	40 @42
Kips, nat.	32 @34	32 @34	27 @28
Slunks, reg.	2.25 @2.50	2.50 @2.75	2.25 @2.50
Slunks, hris.	50 @75	50 @75	50 @75

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; all slunks quoted flat.

### COUNTRY HIDES

Allweights,	16½ @17	17 @17½	14½ @15½
Bulls	10½ @11	10½ @11	10n
Calfskins	25 @27	25 @27	22 @23
Kipskins	22 @23	22 @23	19 @21

All country hides and skins quoted on flat trimmed basis.

### SHEEPSKINS, ETC.

Pkr. shearings,			
No. 1	2.85 @3.00	2.60 @2.95	2.85
Dry pelts	80	80	28n
Holsteins,			
untrimd.	11.00 @11.50	11.50 @12.00	9.00 @9.25

\$2.30 and \$1.75. Shortly after this mixed car same, but including some clips sold \$2.85, \$2.30 and \$1.75, with the clips bringing \$3. Clips were very scarce and this sale, in addition to a part car that sold at \$3.20, were the only two sales reported during the week.

About midweek, mixed car No. 1's, 2's and 3's sold \$3, \$2.30 and \$1.85. At the same time straight car No. 1's sold \$3. Couple more mixed cars, No. 1's, 2's and 3's sold \$2.95, \$2.30 and \$1.80.

Wool pelts of all kinds were extremely scarce, and because of this some packers were holding their genuine spring lambs in their own channels and for their own use. With pickled skins about to show a little upturn in quality, slightly higher prices are anticipated.

## N. Y. HIDE FUTURES

### MONDAY, APRIL 17, 1950

	Open	High	Low	Close
June	18.10b	18.35	18.50	18.20b
July	18.00b	18.20	18.00	20.69b
Sept.	18.00b	18.20	18.00	18.05b
Oct.	17.80b	18.00	17.60	20.14n
Dec.	17.80b	18.00	17.60	17.80b
Jan.	17.80b	18.00	17.60	19.84n
Mar.	17.40b	17.60	17.20	17.45b
Apr. ('51)	17.40b	17.60	17.20	19.54n

Closing 5 to 30 point lower; sales 13 lots.

### TUESDAY, APRIL 18, 1950

June	18.10b	18.35	18.05	18.30
July	18.00b	18.20	18.00	21.20n
Sept.	17.90b	18.15	18.00	18.17
Oct.	19.50b	19.70	19.30	20.65n
Dec.	17.70b	17.90	17.50	17.90b
Jan.	17.70b	17.90	17.50	20.35n
Mar.	17.45b	17.65	17.25	17.55b
Apr. ('51)	17.45b	17.65	17.25	20.05n

Closing 2 to 10 points higher; sales 37 lots.

### WEDNESDAY, APRIL 19, 1950

June	18.05b	18.35	18.25	18.35
July	18.00b	18.20	18.00	21.20b
Sept.	17.95b	18.15	17.75	18.15b
Oct.	17.75b	17.95	17.55	20.65n
Dec.	17.75b	17.95	17.55	17.90b
Jan.	17.50b	17.70	17.30	20.35n
Mar.	17.50b	17.70	17.30	17.55b
Apr. ('51)	17.50b	17.70	17.30	20.05n

Closing unchanged to 5 points higher; sales 8 lots.

### THURSDAY, APRIL 20, 1950

June	18.20b	18.25	18.10	18.33b
July	21.10b	21.20	21.00	21.20b
Sept.	18.10b	18.20	18.10	18.20b
Oct.	17.90b	18.00	17.80	20.65n
Dec.	17.90b	18.00	17.80	17.95b
Jan.	17.90b	18.00	17.80	20.35n
Mar.	17.55b	17.65	17.45	17.60b
Apr. ('51)	17.55b	17.65	17.45	20.05n

Closing 2 points lower to 5 higher; sales 8 lots.

### FRIDAY, APRIL 21, 1950

June	18.10b	18.45	18.35	18.35
July	21.00b	21.23	21.23	21.20b
Sept.	18.20b	18.20	18.20	18.20b
Oct.	18.00b	18.20	18.00	20.65n
Dec.	18.00b	18.20	18.00	18.10b
Jan.	18.00b	18.20	18.00	20.35n
Mar.	17.70b	17.90	17.50	17.80b
Apr. ('51)	17.70b	17.90	17.50	20.05n

Closing unchanged to 20 points higher; sales 11 lots.

## CHICAGO PROVISION STOCKS

The in-storage movement of lard, started in the middle of March after a month and a half during which lard was used out of inventories, was accelerated during the first two weeks of April.

	Apr. 15, '50, lbs.	Mar. 31, '50, lbs.	Apr. 15, '49, lbs.
F. S. lard (a)	48,862,445	40,098,474	76,142,245
F. S. lard (b)	2,319,000	2,319,000	6,577,000
Dry rendered lard (a)	1,763,046	932,475	563,000
Dry rendered lard (b)			280,000
Other lard	4,763,837	3,935,859	5,327,013
TOTAL LARD	52,698,328	47,285,808	88,889,258
D. S. cl. bellies (contract)	387,100	74,400	72,000
D. S. cl. bellies (other)	4,622,826	4,745,252	5,356,088
TOTAL D. S. CL.	4,959,926	4,819,652	5,428,088
D. S. rib bellies			

(a) Made since October 1, 1949.

(b) Made previous to October 1, 1949.

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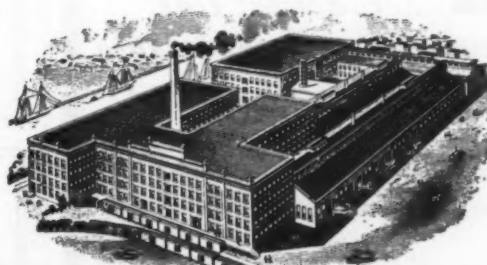
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# LIVESTOCK MARKETS *Weekly Review*

## March Kill Higher Than in February

FEDERALLY inspected slaughter of livestock in March this year increased compared with February, but slaughter of all species except hogs declined compared with March, 1949. Cattle slaughter was the fourth largest on record for the month, being exceeded only in 1945, 1947 and 1949. Slaughter of hogs in March was third largest for the month while sheep and lamb slaughter was the smallest amount reported for a March since 1924.

March slaughter of 1,081,525 cattle was 15 per cent above February, 2 per cent below March a year ago, and about the same as the five-year average. Slaughter of 3,123,015 cattle during the three months this year was 3 per cent below a year ago and 7 per cent below the five-year average.

Slaughter of 585,673 calves in March was 32 per cent above February, 5 per cent below March a year ago, and 1 per cent above the five-year average. Three months' slaughter of 1,493,984 calves was 5 per cent below a year ago and 6 per cent below the five-year average.

Hog slaughter of 5,019,620 in March was 20 per cent above February, 16 per cent above March, 1949, and 36 per cent above the five-year average. Slaughter of 15,054,988 hogs during the three months this year was 9 per cent above a year ago and 16 per cent above the five-year average.

March slaughter of 938,530 sheep and lambs was 9 per cent above February, 1 per cent below March last year, and 34 per cent below the five-year average. Slaughter of 2,879,040 sheep and lambs during the three months this year was 11 per cent below last year and 35 per cent below the five-year average for the three months.

Livestock slaughter under federal in-

spection during March, by centers, was reported by the U. S. Department of

Agriculture as shown in the table below:

FEDERALLY INSPECTED SLAUGHTER			
CATTLE			
	1950	1949	
January	1,102,515	1,125,771	
February	938,975	994,157	
March	1,081,525	1,102,081	
April		995,939	
May		1,024,754	
June		1,065,215	
July		1,090,467	
August		1,231,818	
September		1,224,273	
October		1,156,584	
November		1,116,437	
December		1,064,540	
CALVES			
	1950	1949	
January	465,086	483,850	
February	443,225	476,437	
March	585,673	618,637	
April		562,014	
May		510,450	
June		535,033	
July		501,256	
August		549,177	
September		551,538	
October		567,007	
November		584,703	
December		510,336	
HOGS			
	1950	1949	
January	5,844,251	5,376,611	
February	4,191,117	4,079,542	
March	5,019,620	4,314,685	
April		3,895,964	
May		3,721,421	
June		3,744,790	
July		3,164,614	
August		3,415,421	
September		3,879,371	
October		4,939,194	
November		6,003,097	
December		6,477,185	
SHEEP AND LAMBS			
	1950	1949	
January	1,077,418	1,234,543	
February	803,062	1,045,563	
March	938,530	949,168	
April		675,943	
May		760,900	
June		898,162	
July		976,264	
August		1,125,761	
September		1,179,596	
October		1,172,286	
November		1,060,402	
December		1,057,810	
—YEAR TO DATE—			
	1950	1949	
Cattle	3,123,015	3,222,069	
Calves	1,493,984	1,578,924	
Hogs	15,054,988	13,770,821	
Sheep	2,879,040	3,229,274	

	Cattle	Calves	Hogs	Sheep and Lambs
NORTH ATLANTIC				
New York, Newark, Jersey	32,195	42,054	195,543	150,727
Baltimore, Phila.	24,415	6,297	116,248	4,272
NORTH CENTRAL				
Cntl., Cleve., Indpls.	49,619	20,343	318,404	14,017
Chicago, Elkhart	103,953	34,109	355,033	48,482
St. Paul-Wis. group <sup>1</sup>	105,050	152,282	420,977	22,387
area <sup>2</sup>	47,695	28,573	336,655	38,493
St. Louis	44,555	709	126,799	16,134
Omaha	91,804	3,091	241,345	61,000
Kansas City	57,534	11,245	183,488	32,750
Iowa & S. Minn. <sup>3</sup>	70,026	21,330	768,312	111,477
SOUTH-EAST <sup>4</sup>				
S. CENT.	17,432	8,995	134,649	...
WEST <sup>5</sup>	79,878	18,256	278,520	93,976
ROCKY MOUN- TAIN <sup>6</sup>	40,655	2,652	67,666	57,519
PACIFIC <sup>7</sup>	65,912	11,343	134,097	110,686
Total 32 centers	830,723	361,279	3,677,796	791,070
All other stations	250,802	224,394	1,341,824	147,400
Grand total, Mar. '50	1,081,525	585,673	5,019,620	938,530
Grand total, Feb. '50	938,975	443,225	4,191,117	863,092
Av. Mar. 5-yr. (1945-49)	1,080,374	577,639	3,680,771	1,412,573
Total Jan.-Mar.	3,123,015	1,493,984	15,054,988	2,879,040
5-yr. av. (Jan.-Mar.)	3,308,906	1,585,298	12,949,288	4,408,458
Other animals slaughtered during March 1950:				
Horses	20,679	goats	460	March 1949: Horses, 23,306; goats, 12,223.
<sup>1</sup> Includes St. Paul, S. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>2</sup> Includes St. Louis National Stock Yards, E. St. Louis, Ill., and St. Louis, Mo. <sup>3</sup> Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>4</sup> Includes Birmingham, Dothan, Montgomery, Ala., Tallahassee, Fla., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>5</sup> Includes S. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., and Fort Worth, Tex. <sup>6</sup> Includes Denver, Colo., and Ogden, Salt Lake City, Utah. <sup>7</sup> Includes Los Angeles, Vernon, San Francisco, San Jose, Sacramento, Vallejo, Calif.				

## LIVESTOCK CAR LOADINGS

A total of 7,759 cars were loaded with livestock during the week ended April 8, 1950, according to the Association of American Railroads. This was a decrease of 809 cars from the same week a year earlier and a decrease of 2,722 cars from the week in 1948.

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## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Monday, April 17, 1950, reported by the Production & Marketing Administration:

HOGS (Quotations based on hard hogs)	St. L. Natl. Yds.	Chicago	Kansas City	Omaha	St. Paul
<b>BARROWS AND GILTS:</b>					
<b>Good and Choice:</b>					
120-140 lbs.....	\$11.50-13.75	\$12.50-14.50	\$.....	\$.....	\$.....
140-160 lbs.....	13.50-15.00	14.00-15.25	15.00-15.75	14.25-15.50	15.00-15.50
160-180 lbs.....	14.75-16.00	14.75-15.85	15.25-16.00	15.25-16.25	15.25-16.10
180-200 lbs.....	15.75-16.15	15.65-16.10	15.75-16.15	15.75-16.35	15.25-16.10
200-220 lbs.....	16.00-16.15	16.00-16.10	16.00-16.25	15.75-16.35	16.00-16.10
220-240 lbs.....	16.00-16.15	16.00-16.10	16.00-16.25	15.75-16.35	16.00-16.10
240-270 lbs.....	15.50-16.10	15.75-16.10	15.75-16.10	15.75-16.35	15.25-16.10
270-300 lbs.....	15.00-15.75	15.60-15.90	15.35-16.00	15.25-16.00	15.25-16.10
300-330 lbs.....	14.75-15.50	15.40-15.65	15.25-15.50	14.75-15.50	14.75-15.50
330-360 lbs.....	14.50-15.25	15.25-15.50	15.00-15.35	14.75-15.50	14.75-15.50
<b>Medium:</b>					
180-220 lbs.....	13.75-15.75	14.00-15.75	15.00-16.00	14.00-16.25	.....
<b>ROWS:</b>					
<b>Good and Choice:</b>					
270-300 lbs.....	15.00 only	15.00-15.25	14.50-14.75	14.00-15.00	14.50-15.00
300-330 lbs.....	15.00 only	15.00-15.25	14.50-14.75	14.00-15.00	14.50-15.00
330-360 lbs.....	14.75-15.00	14.85-15.00	14.50-14.75	14.00-15.00	14.50-15.00
360-400 lbs.....	14.00-14.75	14.60-14.85	14.25-14.50	14.00-15.00	14.50-15.00
<b>Good:</b>					
400-450 lbs.....	13.75-14.50	14.00-14.65	14.00-14.25	14.00-15.00	14.00-14.50
450-550 lbs.....	13.25-14.25	13.00-14.25	13.75-14.00	14.00-15.00	14.00-14.50
<b>Medium:</b>					
250-350 lbs.....	12.50-14.50	12.00-14.50	13.50-14.50	13.50-14.75	.....
<b>PIGS (Slaughter):</b>					
<b>Medium and Good:</b>					
90-120 lbs.....	8.00-12.00	10.00-13.00	.....	.....	.....
<b>SLAUGHTER CATTLE, VEALERS AND CALVES:</b>					
<b>STEERS, Choice:</b>					
700-900 lbs.....	28.50-33.00	28.50-32.00	28.25-32.00	28.00-31.50	.....
900-1100 lbs.....	28.50-33.50	29.00-33.50	28.50-33.00	28.00-32.25	.....
1100-1300 lbs.....	28.50-33.50	29.50-33.50	28.50-33.00	28.00-32.25	.....
1300-1500 lbs.....	28.50-33.00	29.00-33.50	28.25-33.00	28.00-32.25	.....
<b>STEERS, Good:</b>					
700-900 lbs.....	26.00-28.50	25.75-29.00	25.75-28.25	25.50-28.00	25.50-28.00
900-1100 lbs.....	26.25-28.50	25.50-29.50	25.75-28.50	25.50-28.00	25.50-28.00
1100-1300 lbs.....	26.25-28.50	25.50-29.50	25.75-28.50	25.50-28.00	25.50-28.00
1300-1500 lbs.....	26.00-28.50	25.50-29.50	25.50-28.50	25.50-28.00	25.50-28.00
<b>STEERS, Medium:</b>					
700-1100 lbs.....	23.00-26.25	23.00-25.75	22.75-25.75	22.50-25.50	22.50-25.00
1100-1300 lbs.....	23.00-26.25	23.00-25.50	22.75-25.75	22.50-25.50	22.50-25.00
<b>STEERS, Common:</b>					
700-1100 lbs.....	21.00-23.00	21.75-23.00	20.00-22.75	20.00-22.50	19.50-21.50
<b>HEIFERS, Choice:</b>					
600-800 lbs.....	28.00-31.00	27.50-29.00	27.50-30.50	27.00-29.00	28.00 only
800-1000 lbs.....	28.00-31.00	27.50-29.50	27.50-31.50	27.00-29.00	28.00 only
<b>HEIFERS, Good:</b>					
600-800 lbs.....	25.50-28.00	25.75-27.50	25.25-27.50	25.00-27.00	24.00-26.00
800-1000 lbs.....	25.00-28.00	25.75-27.50	25.50-27.50	25.00-27.00	24.00-26.00
<b>HEIFERS, Medium:</b>					
500-900 lbs.....	22.00-25.50	23.00-25.75	22.00-25.50	22.25-25.00	22.00-23.00
<b>HEIFERS, Common:</b>					
500-900 lbs.....	19.50-22.00	20.50-23.00	18.50-22.00	20.00-22.25	19.50-21.50
<b>COWS (All Weights):</b>					
Good.....	19.50-21.00	19.50-21.50	19.00-21.00	19.00-21.00	18.50-21.00
Medium.....	18.50-19.50	18.25-19.50	17.25-19.00	18.00-19.00	16.00-18.00
Common.....	17.50-18.50	16.75-18.25	16.00-17.25	17.00-18.00	16.00-18.00
Can. & cut.....	13.50-17.50	13.00-17.00	12.50-16.00	14.00-17.00	14.00-15.50
<b>BULLS (Yr. Excl.), All Weights:</b>					
Beef, good.....	20.00-21.50	21.00-23.50	21.00-21.50	19.00-20.50	20.00-20.50
Sausage, good.....	20.50-21.75	22.25-23.00	21.50-22.00	21.00-21.75	20.00-22.00
Sausage, medium.....	19.50-20.50	20.50-22.25	19.50-21.50	19.00-21.00	20.00-21.50
Sausage, cut & com.....	17.00-19.50	18.00-20.50	16.50-19.50	17.50-19.00	17.50-19.00
<b>VEALERS, All Weights:</b>					
Good & choice.....	26.00-30.00	28.00-30.00	25.00-29.00	26.00-30.00	25.00-29.00
Com. & med.....	17.00-26.00	23.00-28.00	18.00-25.00	19.00-26.00	18.00-24.00
Cull, 75 lbs. up.....	12.00-17.00	17.00-23.00	13.00-18.00	16.50-19.00	15.00-17.00
<b>CALVES (500 lbs. down):</b>					
Good & choice.....	25.00-27.00	25.00-28.00	23.00-28.00	23.00-28.00	.....
Com. & med.....	18.00-25.00	20.50-25.00	17.00-25.00	18.50-23.00	.....
Cull.....	13.00-18.00	17.50-20.50	13.00-17.00	16.50-18.50	.....
<b>SLAUGHTER LAMBS AND SHEEP:</b>					
<b>LAMBS:</b>					
Good & choice*.....	25.00-26.75	24.75-26.75	24.50-25.50	24.50-26.00	24.50-26.00
Med. & good*.....	22.75-25.75	23.50-25.75	22.50-24.25	23.75-25.00	25.00-25.50
Common.....	19.50-22.50	19.00-23.00	18.00-22.25	23.50-24.25	.....
<b>EWES (Wooled):</b>					
Good & choice*.....	11.00-13.50	12.50-14.00	11.00-11.50	13.00-14.00	12.50-13.50
Com. & med.....	9.50-12.00	10.50-12.00	9.00-10.75	11.00-13.00	9.00-11.50

\*Quotations on woolled stock based on animals of current seasonal market weight and wool growth, those on shorn stock on animals with No. 1 and 2 pelts.  
 \*Quotations on slaughter lambs and yearlings of good and choice grades and the medium and good grades and on ewes of good and choice grades as combined represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

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## LIVESTOCK PRICES AT TEN CANADIAN MARKETS

Average prices per cwt. paid for specified grades of steers, calves, hogs and lambs at ten leading markets in Canada during the week ended April 8 were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEERS Up to 1000 lb.	VEAL CALVES Good and Choice	HOGS* Gr. B1 Dressed	LAMBS Good Handyweights
Toronto	\$23.47	\$28.00	\$26.70	\$31.84†
Montreal	25.25	28.95	26.85	22.50‡
Winnipeg	23.50	28.00	27.35	24.50
Calgary	24.80	24.77	28.05	25.00
Edmonton	24.00	25.00	28.85	...
Fr. Albert	22.50	26.00	26.85	22.00
Moose Jaw	21.25	21.50	26.35	...
Saskatoon	23.25	26.00	26.85	...
Regina	21.50	25.00	26.85	...
Vancouver	26.00	...	...	...

\*Dominion government premiums not included.  
†Includes spring lambs up to \$45 cwt.  
‡Spring lambs per head.



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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended April 15, 1950:

CATTLE	Week ended	Prev. week	Cor.
	Apr. 15	week	1949
Chicago	19,094	17,446	19,671
Kansas City	13,532	14,351	16,758
Omaha	20,064	17,648	19,803
East St. Louis	6,402	5,731	6,111
St. Joseph	6,833	6,874	8,626
Sioux City	9,640	9,469	9,248
Wichita	3,121	3,124	4,713
New York & Jersey City	5,029	6,128	5,863
Okla. City	3,241	3,445	3,690
Cincinnati	4,113	2,996	4,406
Denver	8,146	7,826	7,828
St. Paul	16,555	14,008	14,027
Milwaukee	4,245	3,427	3,392
Total	120,015	112,473	124,136

HOGS	Week ended	Prev. week	Cor.
	Apr. 15	week	1949
Chicago	41,315	31,330	28,367
Kansas City	11,744	9,911	12,251
Omaha	36,380	29,148	20,681
East St. Louis	30,409	26,262	29,889
St. Joseph	18,767	21,862	14,828
Sioux City	13,047	14,666	10,107
Wichita	8,621	8,546	4,404
New York & Jersey City	38,153	39,659	38,144
Okla. City	10,477	11,006	9,780
Cincinnati	17,100	15,461	16,103
Denver	12,177	12,433	8,545
St. Paul	37,791	25,220	14,321
Milwaukee	7,416	5,321	4,205
Total	292,467	260,825	211,645

SHEEP	Week ended	Prev. week	Cor.
	Apr. 15	week	1949
Chicago	7,207	6,354	4,533
Kansas City	13,532	11,506	12,509
Omaha	8,542	9,025	8,300
East St. Louis	3,375	3,693	2,384
St. Joseph	8,708	8,155	10,515
Sioux City	2,238	2,135	2,582
Wichita	2,235	1,803	2,412
New York & Jersey City	24,919	32,432	26,148
Okla. City	2,393	2,478	1,390
Cincinnati	141	354	239
Denver	10,599	10,337	5,464
St. Paul	3,525	2,560	2,028
Milwaukee	539	301	277
Total	88,063	91,223	78,841

\*Cattle and calves.  
†Federally inspected slaughter, including directs.  
‡Stockyards sales for local slaughter.  
§Stockyards receipts for local slaughter, including directs.

## LIVESTOCK PRICES AT LOS ANGELES

Prices at Los Angeles, Calif., Thursday, April 20:

CATTLE:	Steers, med.	Heifers, com. & med.	Cows, com. & med.	Cows, can. & cut.	Bulls, med. & gd.
	\$25.50@26.25	21.00@24.00	18.00@21.25	15.00@17.50	21.00@23.00
CALVES:	Vealers, med. to gd.	\$27.00@33.00			
HOGS:	Gd. & ch., 200-240	\$18.00@19.00			
	Sows, gd.	13.00 only			

## BALTIMORE LIVESTOCK

Prices at Baltimore, Md., on Thursday, April 20:

CATTLE:	Steers, med. & gd.	Heifers, gd.	Heifers, com. & med.	Cows, gd.	Cows, com. & med.	Cows, can. & cut.	Bulls, gd.
	\$25.00@27.00	25.50@26.00	20.00@23.00	18.00@21.00	16.50@18.00	14.00@16.00	20.00@23.00
CALVES:	Vealers, gd. & ch.	\$25.00@30.00					
	Com. & med.	19.00@25.00					
	Culls	14.00@19.00					
HOGS:	Gd. & ch., 180-240	\$16.75@17.50					
	Sows, 400/down	14.00@14.50					
SHEEP:	Spring lambs, gd. & ch., 75 lbs.	\$31.00 only					
	Com. & med.	23.00@27.00					

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods.

RECEIPTS	Cattle	Calves	Hogs	Sheep
Apr. 13...	4,010	713	16,634	2,675
Apr. 14...	1,111	326	7,952	874
Apr. 15...	226	39	2,205	2,209
Apr. 17...	13,231	904	13,598	4,065
Apr. 18...	4,890	492	10,478	1,376
Apr. 19...	7,033	850	11,102	952
Apr. 20...	4,000	409	16,500	2,980

\*Week so far... 29,154 2,346 51,678 8,913  
Week ago... 30,023 2,041 53,803 13,687  
1949... 32,329 3,403 45,694 4,865  
1948... 35,001 3,288 63,757 12,489

\*Including 169 cattle, 14,057 hogs and 218 sheep direct to packers.

SHIPMENTS	Cattle	Calves	Hogs	Sheep
Apr. 13...	1,799	...	710	433
Apr. 14...	715	23	1,567	1,605
Apr. 15...	159	14	214	...
Apr. 17...	3,471	...	1,555	1,219
Apr. 18...	2,545	18	1,039	479
Apr. 19...	2,752	...	1,402	257
Apr. 20...	1,800	...	1,000	1,000

Week so far	Cattle	Calves	Hogs	Sheep
Apr. 13...	10,808	18	5,016	3,226
Week ago...	9,673	30	2,308	4,997
1949...	9,910	169	2,087	2,012
1948...	18,681	693	15,679	7,163

APRIL RECEIPTS	1950	1949
Cattle	88,377	97,220
Calves	6,918	8,680
Hogs	170,757	138,384
Sheep	41,043	21,156

APRIL SHIPMENTS	1950	1949
Cattle	31,704	32,662
Hogs	13,594	7,240
Sheep	18,958	10,240

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Thursday, April 20:

	Week Ended	Prev. week
	Apr. 20	week
Packers' purch.	39,250	38,796
Shippers' purch.	6,797	2,598
Total	46,047	41,394

## CANADIAN KILL

Inspected slaughter in Canada, week ended April 8:

CATTLE	Week Ended	Same Week
	Apr. 8	Last Year
Western Canada	7,448	10,920
Eastern Canada	9,819	11,713
Total	17,267	22,633

HOGS	Week Ended	Same Week
	Apr. 8	Last Year
Western Canada	24,712	21,924
Eastern Canada	59,647	55,533
Total	84,359	77,457

SHEEP	Week Ended	Same Week
	Apr. 8	Last Year
Western Canada	920	1,802
Eastern Canada	821	1,727
Total	1,741	3,529

## NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended April 15:

Cattle	Calves	Hogs	Sheep
Salable	332	609	402
Total (incl. directs)	4,266	4,356	19,540
Previous week:			
Salable	363	815	899
Total (incl. directs)	3,889	3,988	20,682

\*Including hogs at 31st street.

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending April 13:

Cattle	Calves	Hogs	Sheep
San Francisco	5,900	675	3,100
No. Portland	1,483	340	1,615

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 15, 1950, as reported to THE NATIONAL PROVISIONER:

### CHICAGO

Armour, 6,870 hogs; Swift, 3,775 hogs; Wilson, 5,151 hogs; Agar, 6,978 hogs; Shippers, 4,080 hogs; Others, 18,541 hogs.  
Total: 19,094 cattle; 2,424 calves; 45,494 hogs; 7,207 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,685	429	1,934	2,625
Cudahy	2,114	276	1,575	1,177
Swift	1,719	535	2,568	4,071
Wilson	1,036	379	1,766	2,015
Central	1,178	...	...	...
Others	3,180	1	8,971	3,694
Total	11,912	1,620	11,744	13,582

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	5,593	9,096	916	...
Cudahy	4,324	5,050	2,287	...
Swift	4,801	4,107	2,221	...
Wilson	2,542	3,552	482	...
Eagle	70	...	...	...
Greater Omaha	108	...	...	...
Hoffman	98	...	...	...
Rothchild	484	...	...	...
Roth	213	...	...	...
Kingan	1,377	...	...	...
Merchants	40	...	...	...
Midwest	55	...	...	...
Others	...	8,826	...	...
Total	19,770	30,611	5,906	...

### E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	2,435	957	12,362	1,460
Swift	3,380	2,272	8,977	1,863
Hunter	587	...	7,311	50
Hell	...	...	2,454	...
Krey	...	...	5,517	...
Laclede	...	...	1,284	...
Siehoff	...	...	1,504	...
Others	3,312	588	7,212	305
Shippers	1,724	645	11,158	165
Total	11,438	4,462	57,774	3,845

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	2,313	419	9,836	6,078
Armour	1,728	238	6,044	513
Others	3,561	3	8,661	3,384
Total	7,602	660	19,541	10,075

Does not include 2,604 hogs and 2,017 sheep bought direct.

### SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,086	54	5,313	369
Cudahy	3,891	25	5,897	622
Swift	2,458	14	3,209	458
Hoffman	212	...	...	...
Shippers	8,128	17	10,528	104
Total	17,775	110	25,512	1,553

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	1,178	358	3,802	2,235
Guggen-	...	...	...	...
heim	177	...	...	...
Dann-	...	...	...	...
Osterlag	71	...	...	...
Dold	55	...	849	...
Sunflower	13	...	32	...
Pioneer	22	...	...	...
Excel	532	...	...	...
Others	1,293	...	407	47
Total	3,371	358	4,590	2,282

Does not include 685 cattle and 4,438 hogs bought direct.

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,137	167	1,547	209
Wilson	1,068	78	1,531	473
Others	192	...	732	...
Total	2,397	245	3,810	682

Does not include 455 cattle, 144 calves, 6,807 hogs and 1,711 sheep bought direct.

### LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	300	...	...	...
Cudahy	449	...	4	...
Swift	101	80	155	...
Wilson	112	...	...	...
Acme	357	1	...	...
Atlas	535	...	...	...
Clougherty	189	...	1,414	...
Coast	494	34	850	...
Harman	116	...	...	...
Union	73	...	682	...
United	312	3	452	...
Others	2,991	564	108	...
Total	5,960	691	3,660	...

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,263	74	2,450	5,027
Swift	1,301	77	2,649	2,477
Cudahy	870	...	2,249	2,303
Wilson	642	...	...	...
Others	4,310	220	3,815	2,472
Total	8,386	371	11,163	12,270

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	...	...	...	144
Kahn's	...	...	...	...
Lohrey	...	...	829	...
Meyer	...	...	...	...
Schlachter	145	169	...	...
National	...	...	...	...
Others	2,450	1,390	19,051	6
Total	2,595	1,559	19,871	149

Does not include 1,337 cattle and 1,559 calves bought direct. Market shipments for the week were 139 cattle, 338 calves and 2,982 hogs.

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	4,402	3,253	11,034	611
Bartusch	967	...	...	...
Cudahy	969	1,402	...	325
Riffin	833	79	...	...
Superior	1,922	...	...	...
Swift	5,028	3,781	16,890	762
Others	2,334	3,228	9,891	1,827
Total	16,555	11,748	37,791	3,525

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	326	513	2,802	11,120
Swift	909	408	2,163	8,571
Blue	89	4	295	...
City	363	33	149	...
Rosenthal	242	17	...	...
Total	1,929	975	5,400	19,691

### TOTAL PACKER PURCHASES

	Week ended	Prev. week	Cor.
	Apr. 15	week	1949
Cattle	128,793	126,189	138,424
Hogs	276,871	229,258	221,362
Sheep	80,776	76,963	64,671

## CORN BELT DIRECT TRADING

Des Moines, Ia., April 20.  
—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota:

Hogs, good to choice:

180-180 lb.	\$14.10@15.85
180-240 lb.	15.60@16.50
240-300 lb.	15.35@16.50
300-360 lb.	15.90@16.00

Sows:

270-300 lb.	\$14.50@15.20
400-550 lb.	12.75@14.50

Receipts of hogs at Corn Belt markets were:

	This week	Same day
	estimated	last wk.
Apr. 14	41,000	27,000
Apr. 15	37,000	31,500
Apr. 17	45,000	47,500
Apr. 18	42,000	43,500
Apr. 19	45,000	39,500
Apr. 20	38,000	34,500

## LIVESTOCK RECEIPTS

Receipts at major markets:

AT 20 MARKETS, Week Ended:

	Cattle	Hogs	Sheep
Apr. 15	205,000	436,000	172,000
Apr. 8	212,000	384,000	161,000
1949	225,000	355,000	143,000
1948	230,000	342,000	230,000
1947	262,000	351,000	213,000

HOGS AT 11 MARKETS, Wk. Ended:

Apr. 15	345,000
Apr. 8	301,000
1949	275,000
1948	259,000
1947	275,000

AT 7 MARKETS, Week Ended:

	Cattle	Hogs	Sheep
Apr. 15	145,000	274,000	91,000
Apr. 8	145,000	240,000	87,000
1949	155,000	208,000	77,000
1948	148,000	211,000	123,000
1947	183,000	227,000	150,000

## MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U. S. D. A., Production & Marketing Administration)



# CLASSIFIED ADVERTISING

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number  
 Undisplayed: set solid. Minimum 20 words \$4.00; additional words 20c each. "Positives wanted," special rate; minimum 20 words \$3.00, additional words 15c each. Count address or box number as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed, \$8.25 per inch. Contract rates on request.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER

## POSITION WANTED

### SAUSAGE EXPERT

Up-to-date, with 45 years' practical and theoretical experience in the manufacture of a complete line of quality sausage, when necessary using own formulas of piquant seasoning, also hams, picnic roulettes for smoking, canning, tenderized boiling and roasting. Artificial color on all kinds of sausage not necessary. Put in new items and a real good system to make uniform quality product all year around at a minimum cost price. Straighten out any sausage trouble in a short stay, placing men where best qualified. I travel to small, medium and large packing plants, winter months throughout Florida. Best recommendations on hand. Write and you will hear from me. W-24, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

### PLANT MANAGER

Thoroughly experienced in all phases of packing house management, operation and sales. Responsible. Ten years' plant operating experience. Seventeen years' sales and management experience as general manager, sales manager and district sales manager (Chicago and other points). Have valuable chain store buyer contacts. An outstanding record of accomplishment that will stand thorough investigation. Interested primarily in Chicago or middle-west, but will consider other locations. W-31, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

### CHICAGO REPRESENTATIVE

Experienced packinghouse representative seeks immediate connection. Live contacts with chain stores, independents, etc., assuring a satisfactory volume of business. Many years' experience as general sales manager and branch house manager. Brilliant sales record. W-32, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

OFFICE MANAGER: Accountant, controller, meat packing specialist, 16 years' experience in executive capacity with heavy responsibility. Personnel, systems, costs, credits, financial statements, taxes and merchandising. Winning personality. Will relocate. W-17, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

MANAGERIAL or OPERATIONS: Fully qualified to supervise all operations. Also heavy accounting background, and both city and country sales. Any size plant, but must be progressive, stressing quality products. W-25, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

CASINGS: All around hog and beef casing man wants position as foreman or working foreman, small or large plant. Willing to go anywhere. W-26, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

RELIABLE MAN: Sausage maker, meat curer and specialty man on loaves and other food products. 30 years' experience. Prefer southern states. W-27, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANT SUPERINTENDENT with medium and small plant practical operating experience. Can handle labor problems efficiently and produce quality products. W-28, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SAUSAGE MAKER desires position. 30 years' experience. Full line. Will go anywhere. W-35, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## HELP WANTED

### STOCKINETTE SALESMAN

Leading manufacturer of stockinettes has openings in Ohio, Indiana, Michigan and west coast for capable representatives with live contacts in the meat packing industry. No objection to kindred lines. W-29, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

FOREMAN: Thoroughly experienced in all phases of pork slaughtering department. Must have adequate knowledge of costs and be experienced in labor relations. This is an excellent opening for a progressive man of right type. Location, Cleveland, Ohio. State salary expected in reply. W-524, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

OFFICE MANAGER: Established Ohio packer requires qualified man to handle office routine, departmental cost, financial statements, correspondence. Excellent opportunity. W-36, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## HELP WANTED

FOREMAN: Thoroughly experienced in bacon slicing, sausage packing and packaging of self-serve products. Must be willing to relocate. Good opportunity. W-30, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## PLANTS FOR SALE

### RENDERING PLANT

#### For Sale

Rendering plant in Brandon, Manitoba, Canada. No competition. Nearest rendering plant 140 miles away. Plant complete with two (2) trucks and in operation. \$5,000.00 down. Balance to suit. Apply to

NATIONAL RENDERING CO.

Brandon, Manitoba Canada

RENDERING PLANT for sale or lease. Must dispose of plant because of ill health. For particulars write to P. O. Box 377, Hillsboro, Ill.

## BUSINESS OPPORTUNITIES

WE SHIP DRESSED HOGS IN OUR OWN REFRIGERATED TRUCKS—ALL POINTS EAST—EXPERIENCED MIDWEST PACKER. REPLY TO BOX W-599, THE NATIONAL PROVISIONER, 407 S. DEARBORN ST., CHICAGO 5, ILL.

### NOTICE! MEAT PACKERS

If you are looking for good volume outlet for your products on C.O.D. basis, why not quote your best prices, delivered, Cleveland, Ohio. We may surprise you as to amount of merchandise we can use.

#### MOREY RAYMER

3645 Stoer Road, Shaker Heights 22, Ohio  
 Phone after 8:00 P.M. LOngacre 1-8721

### Livestock Buyers and Sellers

Essential "Pocket Calculator" giving live and dressed carcass costs of cattle, sheep and hogs. Postpaid \$1.

M & M Publishing Co.,  
 P.O. Box 6669 Los Angeles 22, Calif.

### ATTENTION! BEEF PACKERS

Cut your beef cost by having your live cattle custom killed in Chicago. Old reliable firm equipped to ship either by rail or truck.

W-557, THE NATIONAL PROVISIONER

407 S. Dearborn St., Chicago 5, Ill.

CLAIM COLLECTION ON DEAD, MISSING, CRIPPLED ANIMALS AND SHRINKAGE AGAINST ALL CARRIERS AND FREIGHT BILL AUDITING. NO COLLECTION. NO CHARGE.

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## PLANTS FOR SALE

### SAUSAGE FACTORY

Located in large Michigan city. A fine going business, a million and a quarter sales in 1949. Room for expansion and improvement. Putting out 30 to 40 thousand pounds of sausage a week. Also wholesale fresh meat. Reason for selling—owner wishes to retire. For particulars write to Box FS-33, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

### FOR SALE—LEASE—OR EXCHANGE

Slaughter house about 3 years old, in rural district. Good opening for sausage kitchen or regular packing plant. Equipment—1 beef bed and hog killing equipment, 2 coolers that will hold 150 beef. Will sell, lease or trade for cattle ranch. Cost of plant \$60,000. FS-598, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

### Fully Equipped Sausage Factory

In Trenton, New Jersey; 15,000 sq. ft.; A-1 condition. B.A.I. inspection, railroad siding, 2,000 sq. ft. of coolers. Fully equipped and ready for immediate possession. FS-468, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

## EQUIPMENT WANTED AND FOR SALE

WANTED: Used late model 5x10 welded and jacketed head cooker.

CONSOLIDATED HIDE & METAL CO., INC.  
 Asheville, N. C.

### NEW MEAT LOAF PANS

#### FOR SALE

700—1 lb. pans, 900—6 lb. pans, all 20 gauge, 18-8, stainless steel. Brand new. Will sacrifice. FS-34, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

### ANDERSON EXPELLERS

All models. Rebuilt, guaranteed, or AS IS. Pittcock and Associates, Glen Riddle, Pennsylvania.

YORK FLAKICE MACHINE DER-25, Three-Ton, 10 H.P. Freon Compressor. Works like new. F.O.B. Pittsburgh \$2000.00. Wood Refrigerating Company, 1539 Penn Avenue, Pittsburgh 22, Pa.

ONE #122-W Niagara dry fin blower, floor mounted with top discharge and one HP fan motor. Capacity 27,400 BTU @ 10° TD. Price—\$844.60. One surge drum and float for #122-W blower. Price—\$315.27. Two #3210 ceiling mounted Niagara disc fan coolers for brine, have rating of 3/4 ton each. Price—\$433.74. All above in factory crates. Price includes \$100.00 freight allowance. Write to FELDLINE & CO., North Hamilton St., Poughkeepsie, N. Y.

### MEAT PACKERS—ATTENTION!

FOR SALE: 2—Anco #261 Grease Pumps, M.D.

1—Anco Continuous Screw Cracking Press, installed one year.

1—Enterprise #166 Meat Grinder, belt driven.

1—Steel 2,000 gal., Jack., O.T., agit. Kettle.

12—Stainless jacketed Kettles, 30, 40, 60, 80 gallon.

30—Aluminum jacketed Kettles, 20, 40, 60, 80, 100 gallon.

Used and rebuilt Anderson Expellers, #1 RB, Duo and Super Duo.

1—Cleveland Meat Grinder, type 7E-B, 15 HP Motor.

1—Mech. Mfg. 3'x5' and 1—Anco 4'x9' Lard Roll.

Send us your inquiries

WHAT HAVE YOU FOR SALE?

CONSOLIDATED PRODUCTS COMPANY, INC.

17-19 Park Row New York 7, N. Y.

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#### • SAUSAGE MACHINERY

#### • ICE MACHINES

For dependable used machinery and equipment... and reliable service: write, wire or phone.

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# BARLIANT'S WEEKLY SPECIALS

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points.

## Lard and Rendering

1857-LARD ROLL: A.N., 28x48, ammonia 3 ph. motor, good condition.....	400.00
1875-HOG: Diamond, 25 HP, like new condition. #7110, 2 years old, 12"x13" opening, arranged for motor drive, with base.....	1000.00
5880-HYDRAULIC PRESS: Anco, 600 ton, with pump. Excellent condition.....	1175.00
1867-RENDERING UNIT: Including press, pump and Cooker, 300 ton Hydraulic Press with steam pump and 5x10 Anco Cooker.....	3850.00
8001-FILTER PRESS: Sperry, size 18".....	350.00
1864-HYDRAULIC PRESS: New, 500 ton Globe, complete with pump, never used.....	25% off List.
1850-MAGNETIC SEPARATOR & REC-TIFIER: Dings, #2000 Separator & #222 Rectifier, same as Anco #2000.....	375.00
1862-BAROMETRIC CONDENSER: 5", good condition, similar to Anco #184.....	185.00
1863-WET COOKER: 400 gal. Excellent condition.....	275.00
1123-COOKER: New Jordan Dry Rendering, 4x10, with 20 HP motor and starter.....	2050.00

## Sausage and Smokehouse

1865-ROCKFORD FILLER: Model A with adapter and ring for Randall Stuffer. New, never used.....	275.00
1872-HAM BOILER WASHER: Adelman, with 1/2 H.P. motor, complete with aluminum bowl, 3 brushes, etc.....	250.00
1297-STUFFER: Globe, approx. 400 lbs. size, with Harrington measuring device and nozzles, slightly used.....	1000.00
1100-MEAT MIXER: Boss #4, approx. 1400# cap., V-Belt and roller chain drive, geared down, 5 HP motor, good condition, now in use.....	400.00
1582-SAUSAGE STUFFER: 50# with self-contained Air Compressor and motor.....	395.00
1875-HOT LOAF MOLDS: Stainless Steel, #2-S, good condition, each.....	3.25
1840-AIR COMPRESSOR & RANDALL STUFFER COMBINATION: 2 HP tank & motor, Stuffer 400#.....	435.00
1847-MIXER: Buffalo #10 HP motor, gear driven.....	225.00
1900-SILENT CUTTER: #38B, Buffalo, two sets of knives, 15 HP 60/230 Motor.....	650.00
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